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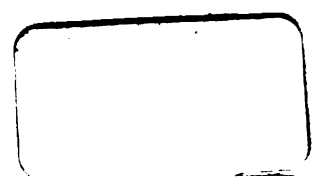
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AMERICAN DRUGGIST
AND
PHARMACEUTICAL RECORD,

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Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

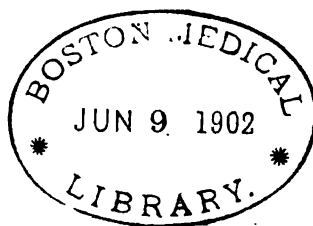
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THE DRUG STORE BOY.

THE type of apothecary's apprentice who once figured so conspicuously in the popular novels of the day, and whom we still delight to recall in the works of Smollett and of Dickens, is now little more than a memory, and though in the smaller towns where the junior clerk is still told off to deliver prescriptions and packages the boy may yet sometimes succeed in varying the monotony of his life by sundry encounters with tradesmen's apprentices or the butcher's boy, the conditions of modern life have made the form of advertisement resorted to by the immortal Bob Sawyer impossible, and church services are no longer interrupted by the hurried entrance of the apothecary's boy with a "fake" message for his master; nor does the modern apothecary advertise himself by sending packages of goods to be delivered at wrong addresses, with the hope of convincing the people of the locality of the tremendous growth of his clientèle. The traditional apprentice of Smollett and of Dickens has entirely disappeared. In lieu of him we now have either the porter and the clerks of various grades and varying experience, or more generally the porter's work falls upon the beginner in pharmacy, who, attracted by the glittering exterior of the drug store and the wild stories of the fabulous profits of the druggist which form part of the stock in trade of the professional humorist, is willing to submit to the indignity of washing bottles and sweeping floors as a stepping stone to higher things. Unlike the apprentice, the beginner in pharmacy is not bound for any specific length of time to one employer, and therefore the employer feels no sort of responsibility for his intellectual training.

But while the abandonment of the apprenticeship system has relieved the druggist of the immediate sense of responsibility for the progress of the young men under his care, he is still morally bound to see that they so dispose of their time as to gain some knowledge of the vocation which they have elected to follow. Furthermore, an intelligent degree of interest shown by the employer in the intellectual progress of his younger employees not only wins for the employer a better kind of service, but is a duty which he owes to his calling. Granting the existence of such a duty, and we feel that all broadminded pharmacists must admit the obligation, it becomes highly important that the youths who are taken into the drug store as beginners should possess those natural qualities of mind which will give some assurance that the efforts of the pharmacist to encourage and direct the youth in his pharmaceutical studies will meet with due appreciation and bring about adequate returns. Therefore, in selecting the junior employees from among the annual out-

pouring of grammar and high school graduates, who at this season are seeking for a beginning in business life, the druggist should exercise the greatest possible care both as to the moral and intellectual and even as to the social qualities of the applicant, bearing in mind that he must be brought into intimate personal contact with the youth, and in a large measure his own comfort, as well as the welfare of his business, must depend upon the character of his help. It is not only for his own sake, however, that the druggist should exercise care in the selection of beginners in pharmacy, but as well for the sake of the future of his calling, which will some day depend upon the men whom he has first initiated into the art and mystery of the apothecary as drug store boys. The boy, who is bright, well-informed for his age, industrious and reliable will not only make the best employee, but will develop into the best kind of pharmacist.

A FASCINATING CHAPTER OF PHARMACEUTICAL HISTORY.

THERE is scarcely a trade or a profession which offers to its followers so fascinating a field of study in the etymology of the words which are common to it as that of pharmacy, and the interesting anecdotes which Professor Arny recites in his paper on the "Legends of the Chemicals" in this issue of the AMERICAN DRUGGIST form a contribution to the history of pharmacy which derives as much value from the charm of the narrative and its refreshing rarity as from its real scientific value to the pharmaceutical historian and others interested in the derivation of the words common to our craft.

The study of pharmaceutical chemistry could be made much more attractive to the beginner, we think, and the facts of the science more securely impressed upon the minds of the student in many instances, if the dry facts and puzzling theories connected with it were garnished with touches of legendary lore or fancy, which need not necessarily be laid on so thickly as to obscure the original fact. We feel sure that Professor Arny's paper will be welcomed by other teachers, to whom it should prove highly suggestive, as pointing out a means of making their lectures entertaining as well as instructive. Professor Arny has barely touched upon the fringe of the subject, and the etymological derivation of the names of drugs and chemicals is a mine of anecdotal wealth which will repay the investigator a hundredfold for the digging and delving which the discovery of additions to our fund of knowledge in this field may involve. The romance of chemical discovery is a chapter of the most intense interest; hundreds of anecdotes dealing with the accidents of discovery pass current among chemists, but have yet to see the light on the printed page.

The AMERICAN DRUGGIST will gladly welcome further contributions to this fascinating chapter of pharmaceutical history, and we trust that the publication of Professor Arny's article will stimulate research along similar lines among the large number of our readers who are doubtless well qualified to contribute to our knowledge and entertainment in this way.

SODA WATER AS A FIRE EXTINGUISHER.

REPEATED mention has been made in the drug journals of the value of soda water as a fire extinguisher, but it has remained for the chief of the fire department of Chicago to set the seal of official approval on its use. In a recent interview Chief Musham said:

Druggists generally realize the value of soda fountains in extinguishing fires, but they have not as yet carried the idea very far. If each drug store which has a fountain were supplied with a slender line of hose, which could be attached, many small fires which afterward grow to large ones could be extinguished promptly. An average soda fountain can force a small stream of water ten or twelve feet. It carries a pressure of 125 to 180 pounds, which is enough for fire extinguishing purposes.

Many an incipient blaze has been put out by the timely use of a siphon of carbonated water. Any water charged with carbonic acid gas will serve the purpose, and a siphon of vichy or seltzer is no more efficient than plain carbonic. Chief Musham's suggestion to keep a length of slender hose near the soda fountain for use in quelling a fire in its incipency is a good one, and original with him, we think. The great point in combating a fire is to get at the flames at the beginning. If hose were provided with attachments by which it could be coupled to the draft arm of a soda fountain, it would be a source of great security and effect a considerable saving in small fires. The hose could be suspended near the soda fountain, under a card stating the manner of its use in case of fire. The suggestion is worthy of being acted upon, and the AMERICAN DRUGGIST is glad to bring it to the attention of its readers.

GERMAN PHARMACY IN AMERICAN LIGHT.

UNDER this title the Berlin *Apotheker Zeitung* for April 24, 1901, comments upon an editorial on the subject which appeared in the AMERICAN DRUGGIST some time ago. Our German contemporary says:

The AMERICAN DRUGGIST speaks of the sorry condition of the pharmacist in Germany, and concludes that the American pharmacist is, after all, better off than his German *confrère*. Although one cannot recognize all the statements made by the writer as absolutely applicable to German pharmacy, he is correct in many of his conclusions.

The *Apotheker Zeitung* then gives the editorial in full in an accurate German version. One of the most useful studies for those who are interested in the welfare and progress of pharmacy is a comparison of existing conditions in the profession in various countries. There is no doubt that we can learn a great deal from Germany, and yet we venture to say that Germany may find a few things over here that would be worth while imitating. We hope in the near future to give our readers a fuller account of the conditions of German pharmacy in a special article on the subject.

Enclosed find check to pay for my subscription to the AMERICAN DRUGGIST for the current year. I made ten times this amount out of your advertising department last year.

A. C. WILLIAMS.

Fulton, Ill., June 18, 1901.

LEGENDS OF THE CHEMICALS.

BY H. V. ARNY, PH G., PH.D.

Professor of Pharmacy Cleveland School of Pharmacy,
Cleveland, O.

IN presenting the subject of chemistry to a class, it is highly desirable that the monotony of facts be brightened by side lights, awakening human interest. This can be accomplished either by impressing one's hearers with the sublimity of the subject—with the marvelous possibilities of speculation as to the nature of matter—or by giving the subject a homely touch of humanity by glimpses into the personal life of the achiever of the results under consideration.



PROFESSOR ARNY.

As the latter method awakens the keen interest of the class, it is one that can be profitably followed. The literature of chemistry abounds in quaint tales of the peculiar ways in which great discoveries were made; in clever anecdotes relating to the personality of the great masters of science, and such stories often serve as a

corollary to the real fact, impressing it on the mind of the student more securely than any mere recital of the subject matter could do.

Of course, there is danger of indulging in anecdotal chemistry to excess, and moreover it is a sad fact that many of the most interesting stories in chemistry have proven, on investigation, to be mere legends. The fact that they are legends, however, does not affect the value of the story, but it is needless to say that the teacher should seek truth at all hazards, and should be exceedingly careful to impress on his students the necessity of taking such anecdotes with the proverbial allowance of sodium chloride.

These thoughts suggest themselves to the writer as he recalls the several anecdotes of chemistry that came to him during his days of preparation—yarns that he heard in the lecture room or in the laboratory—tales found in his browsings through chemical literature. In attempting to affirm the stories, he found, as is so often the case, that truth is less poetic than fiction; that bare reality has often been so skillfully ornamented with fancy that it is hard to recognize the original fact in its new costume. Hence in repeating some of the stories he feels compelled to entitle his paper "Legends of the Chemicals."

Oddities of Nomenclature.

Chemical etymology has been a prolific source of discussion, even the word "chemistry" having ascribed to it four different derivations. The origins of the names of some of our common chemicals are worthy of consideration. For instance, what was more natural than that the first investigators having the green crystals of ferrous sulphate and the blue crystals of copper sulphate at hand should have been struck with their similarity to green and blue glass respectively, and should have therefore called one green vitriol and the other blue vitriol; "*vitreus*" being the Latin name for glass. And when a more daring investigator, trying the effects of heat on these bits of "glass," found that an oily liquid distilled over, was it not appropriate to call it "oil of vitriol?"

THE ETYMOLOGY OF VITRIOL.

The date of this nomenclature is uncertain. Mention is made of the two vitriols in the writings of Geber, but since Berthelot (1) has shown rather clearly, that, while Geber was the leading Arabian physician of the ninth or tenth century, the writings ascribed to him did not appear until the fourteenth century, that mention is an unreliable basis of chronology. Rambeau (2) claims for Rhazes (died 923), a student of Geber, the discovery of oil of vitriol and the naming thereof. Peter (3) claims the honor of the word "vitriol" for Albertus Magnus (1193-1280), while, in fact, we find that Chaucer in his "Canterbury Tales" (4) (published between 1380 and 1400) mentions the word "vitriol."

DERIVATION OF THE WORD "TARTAR."

The word tartar—from which we derive tartaric acid, cream of tartar and their congeners—is said to come from the Latin "tartarus" (hell), the writer recalling a clever yarn to the effect that the argols or crude cream of tartar precipitating in the wine vats of the ancient Romans, caused these worthies so much annoyance that they angrily declared "it was h—l," and promptly named it after the infernal regions from whence it came. That this is a pleasant fable is shown by the fact that the Romans called argols "faex vini" and not "tartarus." It was first called tartarum by Gurlandus in the eleventh century, the word being a corruption of the Arabic name. Later it was changed to tartarus; and to Paracelsus we owe the alleged derivation of the word from the place of torment (5).

ODD DERIVATION OF A SYNONYM.

Among the synonyms of zinc oxide we find the curious one of "nihilum album," which is easily translated to "white nothing." The origin of this term, vouched for by Kopp (6) is interesting. Because of the similarity of the sublimed zinc oxide to the white of untrodden snow, some alchemist called it "ninx album" (white snow). Through corruption this name gradually merged into the mongrel German-Latin "nichts album." Later some writer, more desirous of pure Latin than of historical accuracy, changed the name to nihilum album, which still obtains.

THE MYTH OF PLINY.

That the words magnet, magnesia and manganese are all derived from the same root is generally known, but details of the derivation are not without interest. The three substances, magnetic iron ore, manganese dioxide and magnesium carbonate, have long been known; Pliny apparently describing all three. Thus he speaks (7) of an ore attracting iron as "magnes," stating that Nicander claimed that it was named after Magnes, a shepherd who, while taking his flocks out on Mount Ida, noted that the iron of his shoes and of the ferule of his staff was so strongly attracted by the magnetic ore in the soil as to almost hold him fast. Pliny goes on to say that Sotacus describes five kinds of magnets: First, Ethiopian; second, that from Magnesia, a province on the borders of Macedonia; third (unimportant); fourth, that from Troas; fifth, from Magnesia, a city of Asia Minor, not far from Smyrna. The numerical order represents the relative attractive power; Ethiopian was best and rare; Macedonia was red, black and attractive; hence, in harmony with the dualistic ideas of chemistry of those days and in spirit with the poor opinion of women then prevailing, that variety was called *male* magnesia, while that from Troas, which was black and unattractive, was called *female* magnesia. These statements brought back, with much vivid-

ness, the present writer's experience in retail pharmacy in New Orleans, where lodestone is in great demand among the charm-loving negroes (8), who invariably ask for "*she*-lodestone." Can it be that the myth of Pliny still survives in the barbarian mind, changed in accordance with the modern position of woman?

Pliny continues that the Asia Minor magnesia of his day was devoid of attraction for iron and was white, like pumice. This can be nothing but our present-day magnesium carbonate.

WHEN THE WORD "MANGANESE" WAS FIRST COINED.

Which of the five varieties of magnesia given above is our modern manganese dioxide is not easily settled, but that one must be seems clear from the fact that Pliny (9) says that "*magnes lapis*" is used in making glass. We know that while neither magnetic iron ore nor magnesium salts are of value in glass making, manganese dioxide is employed in correcting the green iron tint of crude glass. The exact age when the modern terms magnet, magnesia and manganese came into use is uncertain. We find that Avicenna (980-1037) (10) wrote one chapter on magnets ("*de magnete*") and one on manganese, which he called "*magnesia*," but the distinction between the terms magnesia and manganese does not seem to have been made until the beginning of this century. Manganese was isolated by Gahn in 1774, he calling the new element magnesium, and it was not until after 1808, when Davy isolated the modern magnesium, that the word manganese was coined. During the long period from Avicenna to Davy the word magnesia was applied to both manganese dioxide and magnesium carbonate; the former being called black magnesia, the latter white magnesia.

LEGENDARY ORIGIN OF THE WORD "ANTIMONY."

Another pleasant legend is that concerning the origin of the word "*antimony*;" how Basil Valentine, a monk at the monastery of St. Peter at Erfurt, experimenting with the element and its salts on his brother monks, poisoned one of them, whereupon he called the element "*anti-moine*"—against the monks. This is disproved by Basil himself, who, in his curious book, "*Triumphant Chariot of Antimony*," states that the name "*antimonum*" is of Arabic origin (11).

In this connection it is interesting to state that even old Basil himself appears legendary. He is said to have lived about 1413, yet neither the Erfurt monastery records nor the list of members of the Benedictine order at Rome show his name (12). However, Guanerinus, who died in 1440, mentions him and Emperor Maximilian evidently knew his manuscripts, for in 1515 that monarch started investigations concerning his identity (13). That the printed works bearing his name were written later than 1414 is shown by the fact that in his "*Triumphant Chariot*" it is stated that antimony is used in type-metal—an invention undiscovered until the beginning of the sixteenth century (14).

THE FICTION ABOUT THE WORD "BISMUTH."

Bismuth is another element the origin of whose name has given rise to a clever fiction, it being stated that the German equivalent, *wismuth*, is a corruption of "*wiese matte*," or beautiful meadow—a name arising from the play of color on fresh surfaces of the metal. Husemann (15), in tracing the etymology of the word to its original form, "*wissmut*," characterized the derivation given above as a poetical fable.

Romances of Chemical Discovery.

Fanciful accounts of the almost miraculous discovery of this or that compound are abundant, for it is so much

more theatrical for a discovery to be made in the twinkling of an eye than that to be developed after toilsome and patient investigation. After all, is not this the distinction between miracles and natural phenomena? The latter, as marvelous as any of the remarkable occurrences in sacred writings, go on slowly and almost imperceptibly to the non-observing mind, which is appealed to only by a sudden denouement. Hence we find that simple occurrences of discovery have been clothed with the almost supernatural by narrators, desiring to furnish excitement for their auditors, and some of the legends are charming, even though they may be disproved by careful investigation.

THE DISCOVERY OF BENZENE.

For example, let us cite the account of the discovery of benzene (or benzol) by Faraday in 1825. The current legend is that from 1823 to 1825 illuminating gas was introduced into the residences of London—not, as at present, through mains from a central factory, but to each subscriber was sent a cylinder of the gas in more or less compressed form, and this was connected with the pipes in the house and replaced by a new one when exhausted. The story continues that the patrons of the gas company complained as to the variable quality of the light, and investigation showed that the trouble was due to a condensation of liquid in the pipes. This liquid was sent to Faraday for investigation, and he found it to be a body having the formula C_6H_6 —the benzene or benzol of the present day.

The story told in the authorized "*Life and Letters of Faraday*" (16) is the simple narrative of an ordinary investigation. It reads: "The Portable Gas Co. condensed oil gas at a pressure of 30 atmospheres; 1,000 cubic feet of good gas yielded one gallon of fluid which was a mixture of carbon and hydrogen. The most important was C_6H_6 , which was called by Faraday bicarburet of hydrogen."

QUAINT STORY OF THE DISCOVERY OF SACCHARIN.

A quaint story is that told of the discovery of saccharin—one that careful examination of the literature neither proves nor disproves; hence it is given for what it is worth, though scarcely conveying a lesson of laboratory neatness.

The legend is that the discoverer of the synthetic sweetener was deeply engrossed in an investigation from which he hoped to bring out a dye. Busily engaged, he suddenly remembered it was past his dinner hour, and he rushed to his meal without even washing his hands. Eating a piece of bread, he noticed it was intensely sweet, and the sweetness he found on his hands also. Thereupon he quickly returned to the laboratory, and, tasting the body on which he was working, he found—saccharin.*

*Another version of the story is credited to Dr. Constantine Fahlberg, himself the discoverer of saccharine. "I was conducting a series of researches in synthetic chemistry," he said, "and had in view the creation of some new compound radicals. One day I had produced a new substance and was separating it from other ingredients. I was tired, and while moving a glass vessel containing hot fluid my hand slipped, so that several drops splashed upon my fingers. I put the glass down and seized the nearest thing to wipe off the liquid, which chanced to be my own handkerchief. A few minutes afterward I wiped my mouth with the handkerchief. Instantly my mouth began to water. I washed my lips with warm water, but it took two or three washings, and probably five minutes, before the taste of sweetness disappeared. I picked up the handkerchief automatically and my eye rested upon the wet spot. I put it to the tip of my tongue and the secret was out. I spent much time in determining the character of my find. When I saw that it was harmless I announced my discovery to the world."—[ED.]

THE DISCOVERY OF VULCANIZED RUBBER.

At the risk of repeating an old story, brief mention will be made of the discovery of vulcanized rubber by Goodyear (17). In conversing in his laboratory, by way of emphasis, he threw out his hand, letting slip therefrom a bit of rubber and sulphur on which he had been experimenting. The lump fell by chance on a stove and was thus subjected to a greater heat than that applied before. The product was vulcanized rubber.

THE BIRTH OF THE PERIODIC SYSTEM.

In conclusion, let mention be made of two stories that pass current among the German chemical students concerning the birth of two of our most cherished chemical theories: The Periodic System and the Benzene Nucleus. Regarding the first, it is said that Lothar Meyer, professor at Tübingen, remained home one day recovering from the effects of an entertainment of the night before, where a superabundance of the good things of life had been offered (and accepted!). Feeling too miserable to work, and yet possessed by his untiring chemical instinct, the genial professor wrote on a strip of paper—without knowing why—the symbols of all of the elements, in order of their atomic weights, thus:

Li, Be, B, C, N, O, F, Na, Mg, Al, Si, P, S, Cl,
7, 9, 11, 12, 14, 16, 19, 23, 24, 27, 28, 31, 32, 35.5, etc.

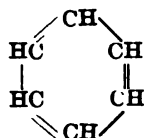
At random he twisted the finished strip around his fingers and to his amazement he found that when the circuit was made in seven elements sodium stood under lithium, magnesium under beryllium, and so on through the entire list of elements; such table, on reading downward, showed in each of the seven columns the elements associated exactly as chemistry had already grouped them, according to similarity. This is best shown by an extract of the periodic table:

Li, Be, B, C, N, O, F,
7, 9, 11, 12, 14, 16, 19,
Na, Mg, Al, Si, P, S, Cl,
23, 24, 27, 28, 31, 32, 35.5,
K, Ca, Sc, Ti, V, Cr, Mn,
39, 40, 44, 48, 51, 52, 55, etc.

This is neither the time nor the place for a discussion of the periodic system, and those interested in the fascinating hypothesis are referred to standard text-books of chemistry for particulars.

THE THEORY OF THE BENZENE MOLECULE.

The theory of the benzene radical—the proof that the body C_6H_6 was a ring compound having the graphic formula:



was developed by Professor Kekulé, of Bonn, and student legend has it that the idea came to him through "A Dream of Fair Woman." The story is that while working at the structure of benzene, he sought relaxation at an entertainment, where he met a beautiful woman. Her radiant beauty, her rich costume, her exquisite jewels, all contributed to her attractiveness, but what most impressed the savant were her perfectly molded arms, each adorned with a rich and heavy chain bracelet. The joyful evening came to an end, and the chemist sought that sleep which would not come. The events of the evening held mastery of his thoughts and the vision of his fair companion would not pass from his eyes. Ever and anon she appeared before him, waving her white arm with its golden cirlet that glistened with supernal light. At length the bracelet seemed glowing with life; he then noted that it had six

links, and then there came a vague idea that it was but a living representation of the six carbon atoms of benzene grouped in a ring. Such was the birth of an idea which has placed the name of Kekulé in the chemical Hall of Fame. Is it any the less acceptable because possibly only a legend?

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THE EDITOR'S FACTS FAIL.

BY A. R. L. DOHME, PH.D.,

Baltimore, Md.

DIVESTED of all redundant verbiage, the neatly written editorial of the editor of the *Bulletin of Pharmacy* of June, 1901, bearing on my attitude toward the physiological test, resolves itself into three arguments, if such they may be termed. First, that I am no pharmacologist; second, that a meaning which he has read into the word "quantitative," used by me in connection with the testing of biological products, makes my argument that the physiological test is quantitative for biological products, but not so for drugs, appear to him illogical, and third, that the physiological test is quantitative, because he says so.

The first argument seeks to discredit the proof that I brought in my controversy with Seward W. Williams in the *Druggists Circular*, that it is not a quantitative process by the assertion that I am no pharmacologist. This "argument" is very strong, and will convince every one, no doubt. The peculiar feature of the argument, however, is that the editor himself is not a pharmacologist, and the still more peculiar feature is that I am busy day in and day out doing pharmacological work in my own laboratory, and have been this many a day. Shouldn't the editor have inquired a little more accurately as to his facts before he put himself in such an awkward position?

Before I touch on the second argument, let me restate my case. I claim that a quantitative process is one that operates in absolute, definite, tangible quantities by weight or volume, and whose result is accepted by all scientists as final and conclusive. Thus when I obtain a definite weight of aconitine (m. p. 195 degrees C., and none other than this is aconitine—i. e., acetyl benzoyl aconine) from a definite amount of aconite root, I know the aconitine strength of that root. If I further know that this aconitine produces the effect of aconite root, just as morphine does of opium, and know further the dose of this aconitine, then I claim that I have made a quantitative assay of the drug, and can assert without fear of contradiction that the drug can easily be standardized, and will yield uniform results therapeutically. If

on the other hand I determine the lethal dose on a frog and graduate my product according to this frog-gramme lethal dose, I have no right to assume that the result will be first, either uniform in therapeutic effect on other frogs, or any frog if you will, or second, that any quantitative inference can be drawn as to its therapeutic strength on human beings. In other words, frogs, or any other animals for that matter, vary in their susceptibility or resistance power to the action of any drug, thus introducing an element of non-quantitative nature; besides, no one has ever demonstrated that any quantitative relation exists between the effect on any animal and upon man. Furthermore, is it logical to deduce probable effects upon a pathological condition (the patient) from observed effects upon healthy conditions (the animal)? If any rational philosopher can obtain any quantitative relations or results from this array of non-quantitative, and more or less disconnected conditions, I should like to see it done. I do not oppose the physiological test as a quantitative measure, and have so expressed myself long since in print; and Mr. Editor draws on his imagination when he so explicitly states "That I manifest a singular aversion to the physiological test." Let us now see if I am illogical when I assert "That the physiological test has its distinct value as a quantitative process for serums and biological products, as that is the only way we can assay these products." What is the meaning of the word "quantitative" as used here, and has it any relation to its meaning when applied to the weighing of aconitine or the titration of mydriatic alkaloids? If it has not, where is the above statement illogical? Muir and Ritchie in their *Manual of Bacteriology* (1897), page 439, say in reference to standardizing serums: "This is done by testing the effect of various quantities of the serum of the immunized animal against a certain amount of toxine, conveniently ten times the lethal dose—e. g., 1 Cc. of toxine—of which 0.1 Cc. is the lethal dose." Various standards have been used, of which the two chief are that of Behring and Ehrlich and that of Roux. Behring adopts the unit of immunity 1 Cc. of a serum, of which 0.1 Cc. protects completely from ten times the lethal dose of the toxine, the serum and toxine being mixed and injected together. For example, 1 Cc. of a serum, of which 0.002 Cc. will protect from ten times the lethal dose, will possess 50 immunity units, and 20 Cc. of this serum 1,000 immunity units." Roux adopted a standard which represents the animal weight protected by 1 Cc. of serum against the lethal dose of virulent bacilli. Thus, if 0.01 Cc. serum will protect a guinea pig of 500 Gms. against the lethal dose, 1 Cc. will protect 50,000 Gms. of guinea pig, and the value of the serum will be 50,000. Other standards exist, but these two are sufficient to show that there is nothing absolute about the standardization; it is arbitrary and at best relative. Besides this it is not definite, as the guinea pig will vary to some extent, no matter how many you try it on to endeavor to eliminate the error introduced by the personal equation of the animal. In so far as this is true, the process is not quantitative, and we see that the meaning of this word in this connection has no relation or connection with the meaning when applied to weights and volume, as in the chemical assay, which is definite and absolute, instead of relative and arbitrary. Muir and Ritchie themselves say (page 44) that "antitoxin, as well as toxin, has a relative value." From this we see that the editor's harangue about my weak logic is only the result of his misconstruing the meaning of my words, for I assume that he knew enough about pharmacology when he wrote the editorial to distinguish between the two different meanings of quantitative intended to be conveyed by my use of the word in my sentence above quoted. So much for argument number two.

Number three is, of course, no argument at all, since his saying so does not make the physiological test quantitative. He brings no proof or evidence that it is, and in view of what has been said already, I believe most people will seriously question the quantitative nature of the process.

The editor has deviated from facts on several points, as I will show. He says: "What would the druggist think of the doctor who administered an antitoxin which had not been standardized by test on the guinea pig—an antitoxin that might possess 50 or 500 units to the cubic centimeter?" The conclusion to be drawn from this question, and which he wants drawn, is that it would be very dangerous to make a mistake of a few hundred of these units in injecting the serum, and that hence the reason we hear of no deaths from serum therapy is because the standardization forsooth is so accurate. Now this is talking to the galleries, for as a matter of fact it makes no difference how many units you inject so long as your serum is free from toxins or virulent bacilli. Let me quote from Muir and Ritchie to support what I say (page 440): "In all cases the antitoxin serum ought to be injected as early as possible, and in large doses. In the case of diphtheria, 1,500 units was the amount first recommended for a bad case, but the advisability of using larger doses has become more and more evident. Sidney Martin recommends that as much as 4,000 units be administered at once, and if necessary this should be repeated. Even very large doses of antitoxic serum are without any harmful effects beyond the occasional production of urticarial or erythematous rashes." Where is the necessity of the very accurate assay so forcibly "brought home" to the druggist by the editor when it does not make any difference if your serum contains 1,000 units or 4,000 units or 10,000 units? Again, he speaks of the thousands of physicians abandoning cannabis indica, because its current preparations are worthless or uncertain, and of cannabinon and cannabine being less active than the extract of cannabis indica. Because he has heard of a few physicians perhaps who have abandoned the use of the drug, he in true "quantitative" style refers to them by the thousand. Physicians frequently sour on certain drugs, and it isn't always the fault of the drug, or the preparation of it, but the idiosyncrasy of the patients. I am sure I have not heard of as many as one physician quitting cannabis indica because it is unreliable and worthless, and I have had correspondence with very many physicians during many years. As to the cannabinon and cannabine, the editor should certainly know, if he is up to date, that neither of these substances are recognized as representing the active principle of the drug. Let him look up Cushing's latest pharmacology (1901 edition), page 226, and learn that if any substance represents the effect of cannabis indica, it is the resinous oil, cannabinol, obtained by Wood, Spiney and Easterfield in their excellent study of this drug, and found by Marshall to "induce the typical effects of cannabis indica in man and animals, and therefore seems to contain the active principle."

Again our genial editor says: "Physicians are getting to mistrust medication, and show a disposition to abandon drug treatment; and that this is born of frequent disappointment resulting from the exploiting of preparations that vary anywhere from toxic to inert." Has he been so saturated with the fact that only physiologically tested preparations are of value, and give satisfaction due to talking and writing them up so much that he must become a pessimist on medication and put into the medical profession's mouth statements they don't believe, don't utter, and which are not in accordance with my experience in dealing with the medical profession? Isn't it

rather that the editor is endeavoring to create this pessimism in the medical profession so as to create a consequent imagined demand for physiologically tested pharmaceuticals? Specious reasoning—i. e., misleading statements—seems to be a specialty of the editor. For instance: admitting that I said that the physiological test was quantitative (in a relative and special sense) for biological products, and knowing that I condemned its quantitative nature as applied to drugs, he after generalizing about heart tonics (drugs), jumps over to the suprarenal gland (biological product) and dilates on how accurately it can be standardized, and then based on this says: "In the presence of convincing positive evidence, Dr. Dohme's negative testimony, unsupported by expert knowledge of biological products, is far from conclusive." Here, after failing to find the conclusive drug evidence in his heart tonics, he uses the biological product to support him against my drug test condemnation, knowing full well that I have stated that biological products can be assayed. Besides being misleading, the beautifully rounded out conclusion is peculiar in that his "positive evidence" is merely his statement, without any evidence or experimental proof and "unsupported by any expert knowledge of biological products" on his part. It must hence have great weight, and I cannot deny that it reads well. If the editor of the *Bulletin* wants to disprove my contention that the physiological test is not a quantitative process for drug assay, let him trot out his experimental proof that it is. The motto of my native State, Maryland, applies very well to his position in reference to this question, "Fatti Maschi, Parole Femine."

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

STOCKING A NEW STORE AND BUYING IN GENERAL.

Upon starting in business, after choosing a location and selecting and contracting for the fixtures, the next thing in order is the buying of the stock and utensils.

THE CHOICE OF SHOP FURNITURE BOTTLES.

In choosing the shop glassware it is well to remember that the day of the large shelf container is past, and it is seldom necessary or advisable to have shop furniture bottles of greater than one quart capacity. It adds distinctly to the look of the store, if each row of shelf bottles is of a different shape, instead of all being uniform in appearance; ordinarily, wall fixtures provide for four rows of bottles, the bottom row may be quart squares, the next quart rounds, then pint squares, and the top row, pint or half-pint footed rounds.

CAUTION AGAINST UNNECESSARY CONTAINERS.

Most drug stores have too many shop furniture bottles, and too many things in shelf bottles that should be kept in dark closets to protect them from deterioration, therefore care should be exercised in the making up of the

list of labels for the shelf containers. After deciding upon the articles that are to go in drawers and making out the list of drawer labels, make up the list of labels for the shelf ware, being careful to see that the list contains nothing that is not regularly sold at retail over the counter.

The druggist who will go over his shelf bottles and cull out and relegate to the back room those that are not in constant use will find that he has gained a section or more of shelf room, and filling this section with his own specialties tastefully displayed will bring him far more money than the old shop furniture bottles ever did, and add to the attractiveness of the store besides.

THE NEATEST LABEL FOR SHOP BOTTLES

is a plain white one with gold edge, the lettering in two lines of black, Roman letters; the Roman letters cost more than the ordinary block letters, but they are more artistic in appearance.

Having a list of all the shop furniture bottles, drawers and containers, with their probable capacity for each substance, exercise care in buying stock, so that wherever possible the amount purchased shall not exceed the capacity of the container. There is a large margin of loss in buying just a little more of an article than the shop container will hold, especially where the article is slow of sale.

A REPREHENSIBLE PRACTICE.

One very reprehensible practice that has grown up of late is that of inviting bids from the jobbers and brokers and letting out the contract for the entire stock to the lowest bidder. A store thus stocked will, as a rule, be just an ordinary drug store, and will fall far short of being a pharmacy of the first class. The initial stock will in large measure govern the tone of the store, the greater the care used in selection the higher being the tone of the establishment and the greater the chance of success.

SELECTING THE VARIOUS LINES.

There is only one way to build up a first-class business, and that is with first-class goods, carefully bought and personally selected.

First consider the line of chemicals to be carried; it is best to carry the line of but one manufacturer so far as possible. Select a firm of manufacturers that is well and favorably known to physicians, and then take the firm's price-list and go over it, placing against the items the quantities of each article wanted.

Next in importance is the line of pharmaceuticals. These should also be of a make well known to physicians, for in soliciting the physician's patronage the new establishment must approach him with goods that are familiar to him. The goods that the physician knows best and thinks most favorably of are generally those of the largest factory, employing the greatest number of detail men to call upon physicians, and who advertise liberally in the medical journals. The smaller manufacturer may make just as satisfactory goods, but it is inadvisable at the start to solicit the trade of the physician with preparations that are little known or advertised. When a business has been established many years and the confidence of the physicians has been gained it may do to do missionary work for a new or obscure manufacturer, but in commencing business it is bad policy and makes uphill work.

The list of the manufacturer of pharmaceuticals will probably include fluid and solid extracts, pills, tablets, elixirs, wines, syrups, pressed herbs, capsules and various special preparations.

BUY PHARMACEUTICALS FROM THE MANUFACTURER.

One of the advantages of buying direct from the manufacturer is that the initial purchase of from two to five hundred dollars' worth of goods puts the pharmacist upon the jobbing list, which means an additional discount of from ten to twenty-five per cent. from the list on this first purchase and from all future orders of any amount however small. This extra discount enables one to sell to physicians at wholesale or list price, and still make a profit and at the same time meet the competition of the supply houses who sell direct.

Almost any manufacturer of pharmaceuticals will sell direct to physicians on order from the latter, but where there is a jobber of his goods in the same town it is usual for the manufacturer to turn the order over to him or send it through him, though he will not do this with the ordinary retailer for fear that he may influence the doctor to buy some other line of goods; but where the druggist is on his jobbing list he reasons that he thinks well of his goods, carries a large stock, and is therefore interested in pushing them. The ordinary buyer he does not feel so sure of, and he, therefore, takes no pains to protect him by not selling to physicians in his vicinity. When a detail man from the manufacturer comes into the territory of a pharmacist who is on the manufacturers' jobbing list, he first calls upon the pharmacist and tells him what preparation he is particularly pushing so that the druggist can stock them if he has not as yet done so. Then the detail man tells the doctors that "——— carries a large stock of our preparations," so that the druggist gets advertising out of it.

In selecting the make of goods to stock, ascertain if possible which are particularly popular with the physicians in the immediate neighborhood of the store, and stock the make that is preferred by the majority of them. Cater to the preferences of any who do not like these preparations by stocking the leading ones of their favorite manufacturer, not a full line, but the things that they are constantly prescribing. For example, we carry a complete line of P. D. & Co.'s goods. One physician while well pleased with this firm's pills and tablets, thinks that Wyeth's elixirs are a little the nicest; as soon as he expressed this opinion we took to him a Wyeth's list, and asked him to kindly indicate the elixirs that he used in his practice. He checked off about a dozen, and we immediately stocked a twelfth of each; it did not cost much, and it resulted in this physician giving his entire business and influence to the store.

GETTING CLOSE TO THE PHYSICIAN.

If a man expects to be anything more than the keeper of a drug store he must get close to the physician, consult his likes and dislikes, in short, be prepared to do his prescription work as he wants it done, not as the druggist thinks it ought to be done. If a doctor prefers Green's preparations it is simply suicidal for the druggist to try to convince him that Green is a fakir, and that the only reliable medicines are those made by Brown. The doctor knows, or what amounts to the same thing, thinks he knows, what is best for his patients, and it is sheer impudence for the pharmacist to do other than supply just what is ordered without comment.

BUYING DIRECT.

Another line that it pays to buy direct and get the jobbers discount on is the line of surgical supplies, cotton, gauze, plasters, bandages, etc.; these goods are used every day by physicians and the more complete the line carried the better for your chance of physicians' trade.

Unless you can buy as a jobber and sell at list to physicians, you will not be able to do any great amount of this sort of business, because the physicians are well posted on the prices of antiseptic supplies, and they will not pay you more than they pay to others.

In a store of the ordinary size, after ordering the lines named, the balance of the stock may be ordered from the jobbing house, but if the stock is to be a large one there are many more lines that it will pay to buy direct, such as essential oils, leading proprietaries, heavy drugs like insect powder, tar camphor, and similar supplies that are usually bought in large quantities. In the sundry and fancy lines considerable can be saved in buying at first hand, as rubber goods from the maker, brushes from the importer, etc.; fancy lines are each year cutting a smaller and smaller figure with the jobbing houses, and to see large varieties and up to date novelties in fancy lines one must go to the novelty dealers and importers who sell these goods to the department stores. Of course, the utensils and glassware for the store and laboratory will be bought from a glassware and druggists' sundries house.

WHEN TO PLUNGE.

In laying in the initial stock, buy small quantities and as large a variety as your capital will allow of. When you have felt the pulse of the trade and got a line on the sort of goods that will be salable, or that you think will be salable, then it will be time to plunge and show your business ability; no large business was ever built up by timid methods; don't be afraid to buy a big lot of an article if you think it will sell, but when once you have it in stock don't make the mistake of letting the goods sell themselves. Make an effort and see how quickly you can dispose of them. Advertise and call people's attention to the articles, explaining their good points; you have no idea how much you can sell of a thing until you have tried real hard. When that lot is gone, buy a big lot of something else and do the same; keep the goods moving; one thing is certain, you can't sell lots of goods unless you have lots of goods to sell. "First get the goods, and then get the customers," is an axiom that no good business man will dispute, yet there are many men in business who will say when a suggestion of buying a large lot of some particular article is made: "What! buy a quantity of that? Why there is little or no call for it, I wouldn't sell it in a thousand years." Such storekeepers keep only what their patrons call for. By and by a more progressive merchant comes along and sells these same patrons stacks of articles that they had never called for because they had never seen or had their attention called to the good points and desirability of them.

It is perhaps needless to add that all bills should be discounted, even if one has to borrow the money to do so. It is a paying proposition to borrow money at six per cent. per annum to discount bills at two per cent. off for cash in ten days, or even one per cent.; two off ten days means that the seller pays you two per cent. of the amount of the bill for paying it twenty days ahead of time, practically amounting to the seller paying two per cent. for the use of the money for twenty days, a very fair rate of interest.

In buying a man occasionally makes mistakes that are inevitable, but he will make no greater losses by buying boldly than in buying timidly. An error of judgment on the part of the large buyer will sometimes entail a heavier loss than is possible with timid buying, but remember that the profit made upon the large lots of goods successfully disposed of is large as well. The big dealer can afford to lose heavily once in a while.

DRUGGISTS' COURSE IN OPTICS

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

(Eighteenth Paper.)

NEUTRALIZATION OF COMPOUND LENSES.

A CONVEX spherical lens is neutralized by a concave sphere of the same curvature, as has been described in the previous paper.

A convex cylindrical lens is neutralized by a concave cylinder of the same curvature, with the axis of the latter exactly coinciding with the former. When the optician finds that the lens he desires to measure is a cylinder he determines whether it is convex or concave by the apparent motion which it imparts to objects viewed through it, and also the approximate position of the axis by the methods already explained. He then takes from his trial case a cylinder of the opposite character, and then another, until he finds the correct one, and rotates it until it reaches the proper position to completely neutralize the apparent distortion. A lens $+1D.$ Cyl. axis 180 degrees is neutralized by a $-1D.$ Cyl. axis 180 degrees.*

If it is found that the lens to be measured is a spherocylinder, the spherical element is to be neutralized first and then the cylindrical, in each case following out the instructions already given. A lens $+1.25D.$ Sph. $+75D.$ Cyl. axis 90 degrees is neutralized by a $-1.25D.$ Sph. $-75D.$ Cyl. axis 90 degrees.

If the unknown lens is found to be a spherocylindroprismatic lens it can be neutralized in accordance with the instructions already given. A lens $+2.50D.$ Sph. $-1.25D.$ Cyl. axis 180 degrees = Prism 2 degrees base in, is neutralized by $-2.50D.$ Sph. $+1.25D.$ Cyl. axis 180 degrees = Prism 2 degrees base out.

The method of measuring lenses by neutralization determines the refractive power or value of the lens. Besides which the lens may be measured by a "lens measure," by means of which the curvatures of the two surfaces of the lens are ascertained. And as the refractive value of the lens depends to a great extent upon these curvatures (modified to some extent by the index of refraction of the glass) the number of the lens can be approximately determined by this instrument.

The focal distance of a lens (or its refractive power) depends upon its radius of curvature and its index of refraction. The formula is as follows:

$$\text{Focal Distance} = \frac{\text{radius of curvature}}{\text{Twice index of refraction, less one.}}$$

The manufacturers of the lens measure have made their calculations in accordance with this formula, and when the instrument is used on lenses, the glass of which has the same index of refraction as that calculated on, its readings are accurate. But when used on the lenses of some other manufacturer, who makes his lenses from glass of a slightly different index of refraction, the readings of the instruments and the results obtained by neutralization do not exactly correspond. There is but little difference in the weaker lenses, but in the higher numbers there is quite a notable variation.

* The abbreviation 1. D. (referring either to a spherical or cylindrical lens) indicates a refractive power equal to one dioptre, which is the equivalent of a lens having a focal distance of forty inches. The systems of numbering lenses will be described in the next issue.

THE LENS MEASURE.

There are three points on the top of the instrument, the two outer ones being fixed and the central one movable. The lens to be measured is pressed firmly upon these three points, thus causing a sinking of the central one, which acts upon an index finger and rotates it until it points to a certain number on the scale, which indicates the refraction in dioptres of this surface of the lens.

If the lens has a plane surface the index will point to zero. If it points to the left of zero the surface is convex; if to the right of zero, concave.

It should be constantly remembered that both surfaces of the lens must be measured in order to determine the value of the lens. If both surfaces are convex or both concave (as in double lenses) the numbers are added. If one surface is convex and the other concave (as in periscopic lenses) one is subtracted from the other.

If both surfaces of the lens measure $+1D.$, it is a bi-convex lens of $2D.$ If both surfaces of the lens measure $-1.50D.$, it is a bi-concave lens of $3D.$ If one surface measures $+3D.$ and the other surface $-1.25D.$ (which is the usual number of the concave surface in periscopic lenses) it is a periscopic convex lens of $1.75D.$

If the index points to the same number as the instrument is rotated over the different meridians of the lens, it is shown to be a spherical one. If, however, there is a variation in the pointing, it is a cylinder, in which case the measure is rotated to that point where the index shows zero, which being the plane meridian indicates the location of the axis of the cylinder. It is then turned to right angles, where the strength of the cylinder can be read off. For instance, if the vertical meridian of the lens showed zero and the horizontal meridian $+1.50D.$, the lens would be $+1.50D.$ Cyl. axis 90 degrees.

In compound lenses or spherocylinders one surface of the lens would show the number of the spherical element and the other surface the cylindrical.

TESTING A LENS FOR FLAWS.

Noticeable scratches, bubbles, specks or flaws in a lens are usually discoverable on a casual examination, and without the necessity of making use of any special method of examination; but they can be the more easily detected by viewing the lens with a bright light shining upon it from one side, and especially if the lens be held before a dark background. Reflected light may be made use of to discover irregularities of the surface by holding the lens in such positions that there may be obtained a reflection from every portion of the surface of the lens. Any interference or marring of the perfect uniform reflection that should be obtained can in this way be readily detected.

Glycine subterranea.—This is an annual plant belonging to the N. O. Leguminosæ, which is largely cultivated by the natives of tropical Africa as an article of food. It has also been introduced, to some extent, in Southern Asia and Brazil. A species of soy bean it is called woandsu by the African negroes. It has recently been analyzed with reference to its chemical composition and its value as food. The fruit, like the peanut, matures under ground. The eatable kernel has the shape of an egg, and is dark red, with black stripes and a white hilum, like most beans. It furnishes a very white flour, whose flavor after cooking much resembles that of chestnuts. The chemical composition is 58 per cent. of starchy substance, 19 per cent. nitrogenous, 10 per cent. water, 6 per cent. oily, 4 per cent. cellulose substance and 3 per cent. ash.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

American Journal of Pharmacy, June.

The Relationship Between Chemical Constitution and Physiological Action of Organic Compounds.—By Virgil Coblenz.—The author reviews briefly this interesting topic, to which he has devoted considerable attention, and which has formed the subject of several addresses and articles by him. He points out the influence of the introduction of the various hydrocarbon groups upon the physiological action of the compounds formed. He does not endeavor to cover the entire subject, but merely selects certain compounds and groups which illustrate the principles involved. The article is to be continued.

The Story of the Papaw. By F. B. Kilmer.—This is the first installment of a continued article treating of the Carica Papaya. It embraces the personal observations of the writer concerning the plant, its growth and uses during a visit to those sections of the West Indies and of South America in which it is found. The article also embraces a botanical description of the plant and a report upon its cultivation, growth and uses.

Pharmaceutical Uses of Wood Alcohol. By Fred. T. Gordon.—The author says that there is no objection to the use of wood alcohol in liniments, lotions, etc., for external use, except its odor; this being due to impurities which cannot be removed except by methods which can only be carried on advantageously upon a large scale. The use of wood alcohol for making tincture of iodine should be positively prohibited, such a tincture being very irritating, even when made from pure methyl alcohol. Mr. Gordon has found by experimenting in a number of cases that the tincture made from wood alcohol is very much more irritating, even when applied externally, than that made from methyl alcohol, while in the course of making the application it is apt to cause irritation of the mucus membrane of the eyes and the nose. The author is of the opinion that this peculiar irritating property is due to the presence of formic acid and formaldehyde, formed by the action of iodine upon methyl alcohol or some of the impurities present. A fractional distillation of some tincture of iodine made with methyl alcohol apparently confirms this theory. He thinks that the majority of the differences observed between the grain alcohol tincture and the wood alcohol tincture is due to the impurities present in the latter. He thinks that pure methyl alcohol is well adapted for making solid extracts and resins from crude drugs.

Methyl Alcohol and Pharmaceutical Preparations. By E. Fullerton Cook.—This article consists of a review of the literature bearing upon the subject, and quotes the conclusions of Mr. Gordon published in the *AMERICAN DRUGGIST* for June 25, 1901, and those of other authors who have written upon the subject. The author also cites a number of instances where blindness, either temporary or permanent, or death, have followed the drinking of considerable quantities of essence of ginger made with methyl alcohol. As a result of his review of the subject the writer concludes that pharmacists are not justified in substituting methyl alcohol for grain alcohol when the preparation is intended for internal administration. There appears to be no objection to this substitution in the manufacture of pharmaceutical preparations in which none of the methyl alcohol remains in the finished product, and it may well take the place of more expensive liquids for burning and as a solvent in the arts.

An Investigation of Colchicum. By Louis Schulze.—The author made determinations of the amount of colchicine in the root and in the seed of colchicum, and found that the seed averaged from 0.6 to 0.7 per cent. of the alkaloid, while the root contained only 0.4 to 0.5 per cent. If the activity of the drug is dependent upon this alkaloid, therefore the root might well be dropped and the seed alone retained in the Pharmacopœia. The article was published originally in *THE AMERICAN DRUGGIST* for October 22, 1900, page 250.

The Procter Memorial.—A number of letters are given concerning the proposed Procter memorial, most of the correspondents favoring the idea of a research laboratory, though most of the writers appear to be rather doubtful as to the feasibility of raising a sufficiently large fund to carry out the project, a doubt which all who have any knowledge of the practical aspects of the subject will no doubt share in.

Western Druggist, June.

Charles Rice.—This article is in the nature of a personal tribute, by Prof. C. S. N. Hallberg, to the memory of Dr. Charles Rice, and is a well written and appreciative contribution to the large volume of matter which has been called out by the death of Dr. Rice.

Taking and Filling Orders. By Edward P. Higby, Ph.G.—The author offers a series of suggestions as to the best method of meeting customers and filling their orders, which should prove of value, particularly to beginners. For instance, the tyro is instructed to repeat all orders received so as to make sure that he correctly understands them; to let the customer do as much of the talking as possible; to avoid hurrying a purchaser or leaving one customer to wait on another, etc. The author says that where "two ladies come in together, the one to help the other select some article, you have struck a hard combination." In such a case it sometimes is a good thing to recommend precisely what you do not expect a customer to buy, or it may be profitable to devote one's whole attention to "the other lady," and to keep her engaged so that the customer may sell herself something. Where a doubt exists as to an order, don't fill it until this doubt is settled, for delay is better than the possibility of making an error.

Practical Suggestions for Practical Pharmacists. By Frank E. Miller, Ph.G.—The author urges the reader to make up his own preparations as much as possible, following the formulas of the National Formulary. The effervescent powders of that book are recommended as an excellent basis for a headache cure. For labeling he recommends the use of Higgin's waterproof drawing ink, which can further be protected by coating with a size composed of four parts of acacia, dissolved in sixteen parts of water, and half a part of glycerin and a tenth of 1 per cent. of boric acid. Finally the labels when dry should be varnished with thin damar varnish.

The Little Things in Pharmacy. By G. A. Moore.—While appreciative of the necessity of looking carefully after the professional side of pharmacy the author urges upon the reader the exercise of great care in the thousand and one little things which go to make up pharmacy. Nothing will excuse lack of neatness in any detail of the pharmacist's work.

Does Politics Pay? By Henry Crosby.—The author, after an experience of eighteen years of active participation in politics, mostly local, but to a limited extent in

county, district and State matters, is emphatically in favor of active participation in politics, which he finds to be of a decided advantage from a business point of view. It is necessary, of course, that honesty of purpose should be the controlling motive in political work, that a fair degree of tact should be used and that one should not be offensively partisan.

Adaptation of Apothecaries' Weights and Measures to the Metric System. By C. S. N. Hallberg, Ph.G.—The author is confident of the ultimate triumph of decimal systems in all directions. He attributes the lack of the success in the introduction of the metric system in medicine to the absence of any unit corresponding with the minim and grain, which units are the most natural and convenient for doses of medicines, and which while not concordant are approximately so. The author proposes a table based upon a metric grain, which is one-fifth smaller in size than the troy grain. The table is printed herewith:

ADAPTATION OF APOTHECARIES' WEIGHTS AND MEASURES TO THE METRIC SYSTEM.

Showing by cross-references the relative quantities of customary denominations in Metric Terms, based on the Metric Standard Liter and Gram

Deci- mal proportion to 1 (Gm.).	Denomination.	Minim. Drop. Grain.	Cubic cm. Gram.	Fl. dram. Spoon- ful. Dram.	Centi- liter. Table- spoonful. Deka- gram.	Fl. oz. Ounce.	Deciliter. Four-oz. Hekta- gram.	Semi- liter. Pint. Semi- kilo- gram. Pound.	Liter. Quart. Kilo- gram.	Abbreviations in order of preference.
0.001	Milligram.	50	1,000	5,000	10,000	25,000	100,000	500,000	1,000,000	Cg; cttg.; 0.01. Mg.; 0.001..... } These three denominations given Dcg.; dg.; 0.01..... } only for reference
0.01	Centigram.	5	100	500	1,000	2,500	10,000	50,000	100,000	
0.1	Decigram.	0.5	10	50	100	250	1,000	5,000	10,000	
0.05	Minim. drop. Grain.	1	20	100	200	500	2,000	10,000	20,000	M.; mttm.; min.; gtt.; 0.06 cc
1	Cubic cm. Gram.	20	1	5	10	25	100	500	1,000	Gr.; mtrg.; 5 cc; 0.05 Co.; cm ³ ; ccm.; ml.; 1 cc. Gm.; G.; 1.0.
5	Fl. dram. Dram.	100	5	1	2	5	20	100	200	Flidr.; fmd.; fmdt.; met. spoonful; met. cochl.; 5 cc. Mdr.; mtd.; metdr.; 5.0.
10	Centiliter. Dekagram.	200	10	2	1	2.5	10	50	100	Cl.; ctilt.; met. tablespoonful; met. cochlmag.; 10 cc Dkg.; dekg.; 10.0.
25	Fl. ounce. Ounce.	500	25	5	2.5	1	4	20	40	Mfoz.; met. doz.; quaddel.; 25 cc. Moz.; mtoz.; quad hkg.; 25.0.
100	Deciliter. Hektogram.	2,000	100	20	10	4	1	5	10	Dcl.; decilit.; hlk.; squatauncia; 100 cc. Hk.; hkg.; quatuncia; Four-ounce; 100.0.
500	Semi-liter. Semi-kilogm.	10,000	500	100	50	20	5	1	2	Smilt.; mpt.; 1/4 L.; 500 cc. Smkg.; mpd.; 1/4 K.; 500.0.
1000	Liter. Kilogram.	20,000	1,000	200	100	40	10	2	1	L.; mqt.; 1,000 cc. K.; kg.; 1,000.0.

This adaptation is based upon the fact that 20 drops of water at 15° C., delivered from a minim pipette with an external diameter of 3 mm., will measure one cc.

Why Do Syrups Spoil? By Alfred I. Cohn.—This is a reprint of an article from the *American Journal of Pharmacy*, an abstract of which appeared in the AMERICAN DRUGGIST for March 11, page 138.

How to Conduct the Prescription Counter. By W. S. Alwin.—This paper, which was read before the Minnesota Pharmaceutical Association, is devoted to a plea for greater care in the fitting and conduct of the prescription counter. The author urges the druggist to allow ample space for the prescription counter and, if possible, to have it open in full view of the public. He particularly cautions the druggist against undue economy in the matter of utensils. One should never measure minims in an ounce graduate, make a solution in a pill mortar, or a pill mass in a solution mortar.

Coloring for Flavoring Syrups and Culinary Purposes. By E. F. White.—This is the reprint of an article in the *Spatula* which was fully abstracted in THE AMERICAN DRUGGIST for February 11, page 73.

Spunk: Its History and Uses. By Frederick LeRoy Sargent.—This substance is obtained from the hard hoof-shaped outgrowth looking like inverted brackets, frequently found on forest trees. There are a number of the fungi, but that yielding the best spunk is the Polyporous Fomentarius; the market being chiefly supplied from Hungary, Bohemia and the Pyrenees. The spunk

is gathered in the autumn, soaked in a weak solution of lye, washed, dried and finally pounded with a wooden mallet until as pliable as a piece of chamois skin. The sheets in this condition are frequently used for the manufacture of tobacco pouches, caps, etc. It is used also by dentists and surgeons as a styptic. The author gives an interesting résumé of the philology of the word, showing that there is a real connection between the name for the dried fungus and the word popularly used to designate a certain kind of courage.

The Corpuscular Hypothesis.—This is an abstract of the lecture on Cathode ray phenomena, delivered before the Royal Institution by Prof. J. J. Thomson, reference to which was made in an article published in the AMERICAN DRUGGIST for January 28, upon the ultimate constitution of matter, in which Professor Thomson's theories and conclusions were summarized.

Treatment of Insect Stings and Bites.—This article

consists of an abstract of a series of notes published in the *Journal of Practical Medicine*. For mosquitoes the application of ammonia water, of menthol, and of a mixture of tincture of ipecac and ether are all recommended. Solutions of camphor or salol in ether have also been proposed, while an aqueous solution of sodium bicarbonate has many advocates. For the bites of scorpions and centipedes the following are recommended: Chloral hydrate, cocaine, camphorated chloral with internal administrations of aromatic spirits of ammonia. Applications of dilute carbolic acid solution, 1 ounce to the bucketful, sponged over horses protects them from horse flies, and relieves the pain of bites already inflicted.

Pharmaceutical Review, June.

Hydrothymoquinone in Wild Bergamot Oil. By I. W. Brandel and E. Kremers.—A month ago these authors reported the occurrence of thymoquinone in the oil from *Monarda fistulosa* L. They have since identified hydrothymoquinone as being present. As already pointed out this identification leads to very interesting speculations as to the cause of discoloration in various oils which contain phenols, which is probably due to the presence of the bodies named.

Ortho-Guaiacol Sulphonate of Calcium. By F. G. Ehler.—The author reviews the history of this salt, which was first discovered by André in 1897. It is pre-

pared in the same manner as the potassium salt—namely, by the action of sulphuric acid on guaiacol and subsequent double decomposition with a suitable calcium salt. The calcium salt, which is known as guaiacyl, is a bluish gray or yellowish gray powder, freely soluble in alcohol and water, but insoluble in fatty oils. Its taste is at first astringent and then sweet. A 5 per cent. aqueous solution is very stable. The salt itself is stable in air. It is used as a substitute for guaiacol as a local anesthetic in dental or minor surgery, a 5 per cent. solution being employed. It is claimed to be a non-toxic, non-irritating and non-caustic substitute for guaiacol.

Laboratory Notes. By E. Classen.—The author cites an experience which proves that the gelatinization in tincture of kino is not due to evaporation of the menstruum, as has been claimed by Hill, but is due to some chemical change in some of the constituents of the drug. —The author has obtained cinnamic acid from styrax by boiling with an excess of sodium carbonate solution, adding hydrochloric acid almost to neutralization, heating again to the boiling point, cooling, filtering, acidifying the filtrate, collecting the precipitate on a filter, drying, extracting the impure cinnamic acid with hot, rectified benzine, and crystallizing out the cinnamic acid by cooling. The residue left in solution in the benzine may be obtained by shaking with dilute sodium hydrate solution, separating, adding hydrochloric acid to the aqueous solution and collecting the acid on a filter.

To Determine the Internal Dimensions of Bottles, Etc. By Oswald Schreiner.—The author proposes to determine the dimensions of bottles, etc., by a measurement of the optical rotation produced by the bottle when filled with a liquid the rotation of which is known. Let A be the angle observed in the 100 millimeter cube, B the angle observed in the bottle and L the internal measure of the bottle at that place; then $a : 100 :: b : l$.

Classification and Occurrence of the Constituents of Volatile Oils. By Florence M. Gage and I. W. Brandel.—This is a continuation of an article begun some months ago in this journal. The current installment treats of the derivative of the oxygen sub group.

Chemist and Druggist, June 15.

South African Aloes.—The editors review recent work on the chemistry of aloes. The composition of the various kinds of aloes that are used in medicine has long been attractive to chemists. Cape aloes is recalcitrant in so far as by the ordinary process of resin-extraction with alcohol it leaves no aloin behind. Cape aloes does contain an aloin, however, as has been shown by Tschirch and his collaborators. Natal aloes presents fewer difficulties to the chemist than the variety known as Cape, but it is not so common an article of commerce. Nevertheless the chemistry of this aloes has recently been reinvestigated by Tschirch and Klaveness. Aloin was first isolated from this aloes in 1871 by Flückiger, and has since been the subject of researches by Tilden, Treumann and Groenewold. Leger has isolated two crystalline compounds from the aloes; these he describes as nataloin and homonataloin. To these he gave the formulæ $C_{16}H_{18}O_7$ and $C_{15}H_{16}O_7$; he also considered that there is in aloes a polymer of homonataloin. Tschirch and Klaveness prepared nataloin by macerating the powdered aloes with alcohol for one day, by which the greater part of the resin was dissolved while the chief part of the nataloin was left behind. The crude aloin was washed with alcohol, dried, and purified by recrystallization from 70 per cent. alcohol. After six or eight crystallizations pure aloin to the extent of 15 to 16 per cent. was obtained as a yellow crystalline

powder. The combustion figures are given. The same investigators describe the chemistry of Uganda aloes, a variety which was brought into the London market last year, and which belongs to the type of Cape aloes. They describe the preparation of the aloin from this variety. They had considerable difficulty in preparing it at first, and finally found that the best method was to treat 500 Gms. of the aloes with 500 Cc. of methyl alcohol and macerate for two or three days. The mixture was then heated to 50 to 60 degrees C. and 2.75 liters of chloroform added. The mixture was well shaken for twenty-four hours at intervals and then allowed to separate. The residue from the chloroform mixture was, after several extractions, made of a syrupy consistence with a mixture of chloroform and alcohol and allowed to crystallize. Uganda aloin so obtained dissolves easily in water, alcohol and acetone, and also in acetic and mineral acids and dilute alcohol. The investigations show that Uganda aloin is identical with capaloin—an additional proof, if any had been needed, that so-called Uganda aloes is Cape aloes.

Pharmaceutical Journal, June 15.

Vegetable Powders and Their Diagnostic Characters (Continued). By Prof. Henry G. Greenish and Eugène Collin.—Section 2 describes the microscopical characteristics of the flours. Under this heading are named the principal cereal flours that serve as foodstuffs for civilized peoples, including the flours of wheat, rye, barley and maize. The principal factor in the identification of a flour is stated to be the form and relative size of the grains of starch which it contains, but it is nevertheless absolutely necessary for the microscopist to be acquainted with the structure of the vegetable debris that are usually to be found in it. We have previously drawn attention to the unusually valuable character of this series of articles, and it is pleasing to note that this excellence is fully maintained in recent installments. The illustrations are particularly noteworthy, being the work of M. Collin, the eminent French pharmacognocist.

Pharmaceutical Era, June 20-27.

The Habitat of Drugs. By Walter Bryan, M.D.—The author has prepared drug habitat maps of the Eastern and Western hemispheres respectively, on which the habitats of a large number of official drugs are indicated. He makes a reference to two colored maps of the region from whence many of our important drugs are derived, which was printed in the AMERICAN DRUGGIST for October, 1878 (then known as *New Remedies*), and the maps reproduced in his article are almost exact *fac-similes*. The publication of such maps is, however, no new thing in pharmaceutical literature, an excellent series of colored habitat maps having been published by the *Pharmaceutical Record* in 1888. Dr. Bryan takes up a good deal of space with an academic discussion of the dictionary definition of the word "habitat," a word which he says is used very loosely in works on *materia medica*. The paper was presented at the recent meeting of the New York State Pharmaceutical Association.

The Synthetic Remedies as Poisons. By Edward Kleine.—This paper, which was read in abstract at the recent meeting of the New York State Pharmaceutical Association, reviews a number of cases of poisoning from the use of various synthetic remedies.

The Druggist's Trading in Non-Secrets and Preparations of his Own Make. By F. W. E. Stedem.—This is the substance of a talk delivered before the Delaware State Pharmaceutical Association at the annual meeting on June 6. He argues against the purchase of non-secrets, his objections to such purchases being based on business

grounds. The druggist has in his stock all of the ingredients that go to the manufacture of preparations like cough syrups and sarsaparilla compounds, and in buying ready made preparations stock is unnecessarily duplicated. He affirms that duplication of stock is the most serious evil in the buying of non-secrets. Another good reason for the manufacture of non-secrets by the druggist himself is made by Mr. Stedem. He says: "If you intrust the work to some firm they may break up, die, or go out of business, and then commences your trouble. People have become accustomed to the article you are now selling and you cannot duplicate it. The process or some peculiarity of taste, color or smell, has gone from you with the other maker, and then your customers contend with you that it is not so good as formerly. Then again you lose your identity and individuality through this buying, not making. When you remember that all your neighbors have a package of like style and the people to whom you sell will very soon observe and comment on this fact you will readily see the force of the argument. Let your store be your garden in which you labor cheerfully and to purpose. Look upon these finished products of your industry as the flowers of your care. You need not worry very much about the style of your package. Retailers generally find that the people care more for the product than for the wrapper and label, at least when you are catering to a limited trade. Make your own tinctures and fluid extracts, wines, syrups, elixirs and emulsions.

A Few Facts About Vaccine and Vaccination. By F. P. Tuthill, Phar.D.—This is a historical and quasi scientific account of the prevention of variola by the use of vaccine lymph, the paper having been originally presented at the annual meeting of the New York State Pharmaceutical Association.

Laboratory Notes.—Lyman F. Kebler, chief of the laboratory of Smith, Kline & French Co., has a note on tannin. He states that at present there is little available tannic acid which will comply with the 1890 U. S. P. requirements. In 1895 he made an examination of seven samples, six of which were foreign, and one of American origin. The foreign samples complied with the U. S. P. requirements, but the American sample contained an excess of resinous matter. He now gives the result of an examination made in 1897, which shows that none of the samples examined made a clear solution with either alcohol or water, though all gave a perfectly clear solution with any proportion of glycerin. He also describes a process followed by him for the assay of aconite root which gives satisfactory results.

Various Notes are contributed by Emerson R. Miller, of the pharmaceutical laboratory of the Alabama Polytechnic Institute, including a review of Halphen's Test for Cottonseed Oil, on Adulterated Powdered Ulmus, and the U. S. P. Method for the Preparation of Hydrogen Dioxide Water.

A Crude Separator.—Prof. H. V. Arny describes a simple device for extracting infusions of a drug in quantities larger than the capacity of ordinary separatory funnels—say, four gallons infusion to a pint of chloroform. It consisted in agitating the mixture in an ordinary five-gallon tinned iron can, and suddenly inverting the can into a quart fruit jar. All the chloroform sinks into the jar, and can be separated from the small quantity of water running into the jar with it by use of a suitable separatory funnel. Of course, such means of separation applies only to solvents heavier than water.

The Medicines Prescribed by 105 St. Louis Physicians. By Henry M. Whelpley, Ph. G., M.G.—The author gives statistics showing the character and popularity

of the medicines in use by the leading physicians in St. Louis.

The Practice of Pharmacy as a Profession. By F. E. Stewart, M.D., Ph.D.—The text of a paper read at a recent meeting of the Manhattan Pharmaceutical Association.

Shop Notes and Dispensing Hints. By W. A. Dawson.—This paper, which was presented at the recent annual meeting of the New York State Pharmaceutical Association, contains a wealth of useful hints and suggestions on such subjects as "Dressing Prescriptions: Style in Externals," "Receiving Prescriptions," "Containers," "Wrapping," "Powders," "Checking," "Ointments" and "The Abolition of the High Prescription Case."

Repertoire de Pharmacie, April.

Calcium Phosphocarbonate. By A. Barille.—Carbonic acid in aqueous solution acts upon calcium phosphate and transforms it into substances analogous to those that are formed when they are treated with strong acids. The author used the appliances called Sparklets for his experiments. According to Pelouze and Dusart 1,000 parts of water, charged with carbonic acid, dissolve 0.66 parts of bicalcic phosphate. The author obtained virtually the same figures. He passed a current of carbonic acid through distilled water in which some pure crystallized bicalcic phosphate was suspended for 24 hours, frequently shaking the mixture. The solution of bicalcic phosphate in carbonic acid when thus obtained may be exposed to crystallization in an appropriate vessel. After a time, a crystalline deposit adheres to the walls of the vessel. This deposit is soluble in acids without effervescence, and microscopic examination shows that it contains no calcium carbonate. Quantitative analysis showed these crystals to be bicalcic phosphate. In this manner one can obtain this salt of phosphoric acid in large quantities in absolutely pure condition. If the same procedure be gone through with tricalcic phosphate, instead of bicalcic phosphate, one can obtain a solution of tricalcic phosphate in carbonic acid, but in this case the solution deposits a mixture of calcium carbonate and bicalcic phosphate on standing. These circumstances have impelled the author to assume the existence in the carbonic acid solutions of a salt, which he styles *calcium phosphocarbonate* (carbonophosphate de calcium), in which the carbonic acid is combined with bicalcic phosphate in the same manner as hydrochloric acid is in calcium phosphohydrochlorate. He attributes to this new compound the formula $P_2O_8H_2Ca_2CO_2$.

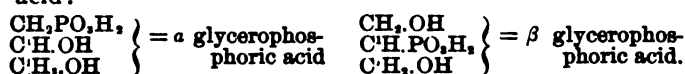
The Chemical Constituents of the Waters at Berisles Bains. By P. Carles.—(Continued).

The Contest Against Dangerous Alcoholic Liquors. By Ed. Crouzel.—It is unnecessary to dwell on the dangers of absinthe. As will be seen, almost all the fine liqueurs that are in use, as well as all the ordinary alcoholic liqueurs, contain the same poisonous substances as green absinthe. The other liqueurs may not be so injurious, because they are drunk in smaller quantities and only after meals, but they are nevertheless dangerous. It should be borne in mind that the pleasant taste of certain liqueurs is by no means a guarantee against injurious constituents, for modern industry has learned to disguise the irritating or depressing constituents and the crude alcohol, etc., by means of odoriferous essences, volatile oils and sugar. The roses, in these cases, are always provided with thorns. The seal of the church that often appears on these products is also nothing but a cloak. Sacred or secular, these liqueurs are all enemies of humanity. They end by sending *ad patres* all their devotees. Tuberculosis and pre-

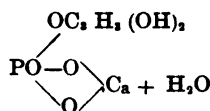
mature death have no more efficient purveyors. The manufacturers should be compelled to designate on the label the exact ingredients which are used in the preparation of these liqueurs, for they generally contain one or more poisonous substances. The simpler liqueurs, such as cacao, vanilla, curacao, nut, cassia, orange flower, raspberry, gooseberry and quince, may be used in small quantities without prejudice to health. Their chief constituents are indicated by the name in each case.

Bollettino Chimico-Farmaceutico, April, 2nd Fascicle.

The Glycerophosphates and their Pharmaceutical Preparations. By Dr. Giuseppe Siboni.—The glycerophosphoric acids correspond to the following two types, named respectively, alpha and beta glycerophosphoric acid:



Much has been written about these acids, but no author, so far as the writer knows, designates which type he is dealing with. The acid is not used in pharmacy, but its salts, especially those of calcium, sodium, etc., are often employed in the preparation of certain tonics. The glycerophosphate of calcium is made by mixing one part of glacial phosphoric acid in powder with two parts of glycerin in the capsule of a sand-bath, and bringing to the boiling point. The acid is dissolved by the glycerin, and the mass becomes brown, giving off vapors until a viscous fluid is obtained. The solution is cooled, and milk of lime is added until the mixture reacts neutral or slightly acid. In this manner the soluble glycerophosphate of calcium is formed and the excess of phosphoric acid is changed into insoluble phosphate of calcium. The solution is now filtered and the magna of the filter is washed with water. The filtrate is now evaporated to the consistency of a paste, and five times its amount of alcohol is added to the residue. The whole is then boiled and allowed to stand for an hour or two; then the alcoholic liquid is decanted and the residue dissolved in water and filtered. To the filtrate half its quantity of alcohol is added and the precipitate is washed in alcohol and dried. Prepared in this way, calcium glycerophosphate occurs as a light, white powder which appears amorphous, but is seen to consist of crystalline masses under the microscope. Dried at 110 degrees C. it contains 4 per cent. of water, and hence corresponds to the formula:



The glycerophosphates are employed in various pharmaceutical forms. A syrup of glycerophosphates may be prepared in a manner analogous to that of preparing syrup of hypophosphites. Dissolve 27.40 Gms. of neutral dried calcium glycerophosphate in 250 Cc. of distilled water. Add 8.80 Gms. of lactic acid; the resulting reaction forms 18.6 Gms. of acid calcium glycerophosphate and 10.7 Gms. of calcium lactate, while the remaining 5 Gms. of glycerophosphate remain unchanged. Next a solution is added containing:

Sodium sulphate, neutral, crystals.....Gm.	4.04
Potassium sulphate, neutral, crystals.....Gm.	2.07
Ferrous sulphate, neutral, crystals.....Gm.	4.66
Quinine sulphate, neutral, crystals.....Gm.	4.10
Strychnine sulphate, neutral, crystals.....Gm.	0.042
Distilled water.....ad. Gm.	100.0

The sulphates react upon the acid glycerophosphates, forming the respective salts of glycerophosphoric acid and calcium sulphate. After 24 hours the solution is filtered in order to separate the calcium sulphate. To the

filtrate sugar Gms. 775 are added and the filter is washed in distilled water until the syrup reaches a liter in volume. The syrup thus prepared contains in each 10 Cc. five centigrammes of each of the glycerophosphates of sodium, potassium, iron and quinine, and one-half milligrammes of the glycerophosphate of strychnine, together with ten centigrammes of calcium lactate. It corresponds to the patented preparation called Phosphol. A similar syrup may be made by substituting tartaric acid for the lactic.

A Contribution to the Reaction Between Aluminum and Corrosive Mercuric Chloride. By Dr. Carlo Formenti.—The violent reaction which takes place between these two substances has been observed but by a few. Cossa discovered it in 1869 with solutions of mercuric chloride, and much later with fused mercuric chloride. In this reaction there is formed metallic mercury, which amalgamates with aluminum. If solutions be used the amalgam is decomposed and hydrogen is given off. A portion of the sublimate is reduced to calomel, and chloride of aluminum is also formed.

L'Orosi, Giornale di Chimica e Scienze Affini, April.

On the Alleged Changes in the Properties of Aluminum. By Pietro Spica.—A strange oxidation was noted on an aluminum spool that had been used for ligature-silk in the surgical operating room of the University of Padua, and the author was asked to explain the phenomenon. He proved that the appearance of this deposit was due to the oxidation of the amalgam of aluminum, which was formed by accidental contact of the spool in question with solution of corrosive mercuric chloride that had been used in the operating room.

In a recent communication to the Paris Academy of Sciences, LeBon remarked that he had observed that the addition of very small quantities of foreign materials to certain simple substances produced profound changes in the chemical and physical properties of these substances. Thus the accession of steam to quinine sulphate or cinchonine sulphate rendered these substances phosphorescent, and gave them the property of emitting vapors that made the air a better conductor of electricity, so that currents could be conducted across and through various obstacles, such as are penetrated by radioactive substances. By the addition of traces of foreign substances LeBon was able to transform mercury, aluminum and magnesium into what seemed practically new elements. LeBon introduced a few cubic centigrammes of mercury into a flask containing aluminum in thin plates that had been previously thoroughly cleaned with emery paper, and shook the flask for a few minutes. If one of the aluminum plates be now taken out and thoroughly cleaned and then exposed to the air for a few instances, a deposit of aluminum oxide is formed with great rapidity. If the plate be immersed in water it decomposes rapidly, forming aluminum oxide. The author thinks that this oxidation is due solely to the formation of amalgam.

Pharmaceutisch Weekblad voor Nederland, February 16 to March 30.

Aniodol. By Dr. L. van Italie.—The makers of this new antiseptic state that the coagulating properties of the disinfectants containing formaldehyde renders complete disinfection difficult on account of the coagulation of the albumin in the infected materials. Aniodol is claimed to be non-toxic, and to contain no mercury nor any mercuric compound. It consists essentially of "formol and allyl derivatives." Although this substance is so powerfully antiseptic, the makers have seen fit to sterilize all dressings that are impregnated with it after the antiseptic has been added to the material. The new antiseptic is sold in 1 per cent. solutions, which is acid in reaction and

has a faint odor resembling that of formaldehyde. On evaporation on the water-bath there remains a sticky residue which smells of formaldehyde. This residue, mixed with borax and brought into a flame, shows a green color testifying to the presence of glycerin. On further heating the residue burns with development of formalin and acrolein vapors, leaving very little ash. Aniodol gives no reaction with ferric chloride, nor with alkaline iodine solution. It therefore does not contain any phenol nor any iodoform. The reactions for metals were also found to be negative. The author found, on further analysis, that aniodol contains 2.67 Gms. formaldehyde and 14 Gms. glycerin in 1,000 Cc. of water.

Apotheker Zeitung, April 2 to 27.

The Assay of Aspidium. By Otto Matzdorff.—Although it is disputed whether filicic acid is the active constituent of male fern, the assay of this drug consists chiefly in the determination of the quantity of this characteristic acid. The quantity of total acids (crude filicin, Boehm) is less important, while the amount of ethereal oil need not be determined. There are a number of methods of assaying aspidium, but two things must be determined before one can rely upon any method: First, What substance shall be used as a menstruum to extract filicic acid? and second, What method of extraction is the most trustworthy? The author described in detail the extraction methods of Dacomo and Scoccianti, of Kraft, Bocchi and Fromme, and found that the new method of Fromme gives the most trustworthy and the most constant quantitative results. Accordingly, he tested twenty specimens of male fern for filicic acid and for crude filicin. In the process of assaying he modified Fromme's method somewhat, and used the following scheme: The rhizomes were first dried in a water-drying-oven at moderate heat. They were then pulverized in a mortar and ground in a mill to a powder of medium-fineness, then dried once more, and extracted with ether of a specific gravity of 0.720 in a Soxhlet's apparatus in quantities of Gm. 50 of the powder, until the menstruum ran perfectly clear and colorless. Fifty Cc. of ether were then added. The ethereal extracts were shaken in a 200 Cc. cylinder with 100 Cc. of a one per cent. barium hydroxide solution for five minutes, and then allowed to stand for ten minutes. In the lower of the two layers which now form, the filicic acid will be found, together with the other acid substances in the drug in combination with barium. The volume of the lower layer was determined, the supernatant ether drawn off and the watery fluid filtered into another cylinder, the volume again read, the solution strongly acidified with thirty drops of hydrochloric acid and shaken with 25, 15, 10 and again 10 Cc. of ether in succession. The combined extracts were filtered through a dry filter in order to remove the water which they contained, and were poured into a tared capsule in which the contents was evaporated, and weighed so as to determine the total crude filicin. This residue was then dissolved in 1 Cc. of amyl alcohol and 1 Cc. of methyl alcohol by shaking over a flame, and by adding 29 Cc. of methyl alcohol, at first drop by drop, then pouring in what was left. The filicic acid is precipitated in flocculi and the mixture is allowed to stand overnight in the ice-box, and filtered through a weighed dried filter; the flask and residue on the filter are washed with methyl alcohol and then with water; the filter with the residue is pressed carefully between clay plates and dried for at least 24 hours over H_2SO_4 . The residue in the flask is similarly dried. The flask and the filter with the residue of filicic acid are then dried by heating to 30 degrees C. for an hour, then to 80 degrees C., until the weight becomes constant, when it is cooled and weighed.

The Isolation of the Active Principles of Frangula, Cascara Sagrada and Rhubarb, and the Quantitative Determination of these Drugs in the Galenic Preparations which Contain Them. By Dr. E. Aweng.—The author recommends a method for the isolation of the two glucosides that are assumed to be the active principles of this group of drugs—frangulic acid and emodin. This double glucoside acts similarly whether isolated from frangula, cascara, or rhubarb. In addition to these two easily soluble glucosides these plants contain several other glucosides and products of decomposition that are less easily soluble in water; but some of these also have cathartic effects. The value of the drug, however, depends upon the quantity of the double glucoside.

Pharmazeutische Zeitung, March 2 to 31.

What is a Natural and Hygienically Unobjectionable Mineral Water? By Dr. F. Evers.—A recent German judicial decision maintained that waters from which iron or calcium salts had been removed by precipitation, and those to which salt had been added before bottling for sale cannot be styled "natural mineral waters." The author (with two other food chemists whom he consulted) proposes to call natural mineral waters in the commercial sense only such as are derived from a natural mineral spring, and are bottled for sale without any wilful addition or change. The meeting of food chemists in Germany appointed a commission to consider this question. This commission, on consultation with representatives of the mineral springs, decided as follows: A natural mineral water is one which did not undergo any wilful alteration in bottling. A "natural" water, sold as the mineral water of a certain spring, must correspond chemically to the water of said spring. The author would allow the addition of carbon dioxide in bottling. According to the commission such a procedure must be noted on the label. The designation "natural" is also allowed to the mineral waters which undergo certain changes before bottling, provided the change be noted on the label, and it is further provided that the addition of common salt shall not alter the right to call a water "natural" provided the addition be noted on the label. It is true that these regulations are of little value when the maker can use bold type for the words "natural mineral water" and small type for the "changes."

On a Crystalline Constituent of Calamus Oil. By Dr. v. Soden and Dr. W. Rojahn.—In examining a sample of calamus oil from Galicia the authors saponified (with alcoholic potassium hydrate) and fractioned in vacuo the high-boiling portions of this substance. They obtained a fraction of green color and thick, oily consistency, which boiled at very high pressure at about 150 degrees C., and had a specific gravity of 1.02 at 15 degrees C. This substance apparently belonged to the sesquipedal alcohols. On standing for several months in a cool place this substance showed a deposit of beautiful colorless crystals. These are but scantily soluble in the ordinary solvents, and crystallize out of methyl alcohol in shining platelets melting at 165-166 degrees C. The formula was found to be $C_{15}H_{26}O_2$. The exact structure of the molecule is still doubtful, but stearoptens which resemble this crystalline substance have been found by other observers in ethereal oils.

THE TREATMENT OF STYE.

Dr. Strzeminski finds much benefit from the use of this formula:

	Parts.
Iodine, pure.....	2
Potassium iodide.....	6
Lanoline	40
Liquid petrolatum.....	8
Distilled water.....	8

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Iron Pyrophosphate and Phosphoric Acid Again.—F. S. asks: "How may the ensuing prescription be put up to form a clear solution:"

Iron pyrophosphate.....3ij
Diluted phosphoric acid.....3iv
Compound syrup of hypophosphites, ad.....3ij

A query of a similar nature was answered on page 333 of the AMERICAN DRUGGIST for June 10. Unless the dilute phosphoric acid ordered in this prescription is made from metaphosphoric acid (the so-called glacial phosphoric acid) precipitation is likely to occur through the decomposition of the iron salt. The diluted acid of the Pharmacopœia is incompatible with iron pyrophosphate, that salt consisting of a mixture of ferric phosphate and sodium citrate. The last named is broken up by orthophosphoric acid and the ferric phosphate is thrown out of solution as a consequence and precipitated.

Fur Dye with Hydrogen Dioxide as a Mordant.—William Polack, 137 Throop avenue, Brooklyn, writes: "If J. C. M., who asks the formula of a fur dye having H_2O_2 as a mordant will write to me, I will give him all the information he desires about it."

In this connection the *Chemist and Druggist* for June 22 has the following note. There has lately become popular for dyeing furs and feathers a dye which comes from Germany, consisting of—

	Parts.
Metol	10
Paramidophenol hydrochloride.....	3
Paraphenylenediamine hydrochloride.....	6
Sodium sulphite.....	5
Rectified spirit.....	500

This dye is mixed with an equal part of hydrogen-peroxide solution 3 per cent.

Wanted, a Dyspepsia Cure.—A. C. Berryman, 17 Jones street, Madras, India, has favored us with the following communication:

"As a subscriber to your valuable journal from this distant quarter of the globe, may I request you to furnish me with the following information? Do you know of any pharmacist or medical man who has for sale, or is competent to design, a first-class recipe for a dyspepsia cure? It must be a practical working formula, unique of its kind and excellence. I am willing to pay liberally for such a recipe. You probably can divine the object I have in view—I want to launch a proprietary article on the Indian market for the cure of dyspepsia. If you know any one who is in a position to comply with my requirements, will you kindly direct his attention to this communication, and ask him to write to me direct?"

Cloth - Cleansing Cream.—F. G.—The most serviceable of preparations of this class consist of varying mixtures of extract of soap bark, ox-gall and tallow soap after the ensuing formulas. They are used for removing spots and stains from articles of wearing apparel, and they are recommended as safe to use on delicate fabrics.

I.

Extract of quillaja.....	3i
Borax	3i
Ox-gall, fresh.....	3iv
Tallow Soap.....	3xv

Triturate the borax with the extract of quillaja, and afterward with the ox-gall, which will cause at least par-

tial solution. Then thoroughly incorporate with it the soap, so as to produce a plastic mass, which may be molded in sticks or put into boxes.

II.

	Parts.
Oleic acid.....	1
Borax	2
Ox-gall, fresh.....	5
Tallow soap.....	20

Triturate the borax with the ox-gall; then thoroughly incorporate with it the soap previously reduced to powder, and lastly incorporate the oleic acid.

Assistant Pharmacist in the Navy.—K. S. W. writes: "Can you inform me whether there is such a grade as assistant pharmacist on the vessels of the United States Navy. If so, can you inform me how vacancies are filled, and what is required of applicants. If you are unable to furnish the desired information, would you please be good enough to refer me to some one who can?"

Under the act passed in June, 1898, a hospital corps was established in the naval service to consist of pharmacists, hospital stewards, hospital apprentices, first class, and hospital apprentices. The pharmacists, twenty-five in number, have the rank, privileges and pay of warrant officers, while the remaining members of the corps are enlisted men, the pay of hospital stewards being \$60 per month; of hospital apprentices, first class, \$30 per month, and of hospital apprentices, \$24 per month, with the usual allowances and increase for length of term of service granted to enlisted men. The pay of warrant officers, with which naval pharmacists are classed, ranges from \$700 to \$1,800 per annum, according to length of service, besides which the naval pharmacist receives the same allowance for rations, as do all men in the navy—namely, \$9 per month.

Vacancies in the grade of pharmacist are filled by the Secretary of the Navy by selection from among the hospital stewards.

Information as to the qualifications required of applicants for enlistment in the hospital corps and the methods of making the application may be obtained by addressing an inquiry to the Bureau of Navigation, Navy Department, Washington, D. C.

Paste Hair Tonic and Dandruff Cure.—E. C. writes: "Would you kindly quote a formula for a hair tonic and dandruff cure in paste form to be sold in tubes. I would prefer one which required the use of a gentle heat to render it liquid."

It should not be difficult to devise a formula of this kind, though the idea is an original one. It is a popular notion that certain drugs have a tonic effect upon the roots of the hair when applied externally. It is, however, becoming more generally known that the efficacy of various hair washes and tonics depends not so much upon the stimulating effects which they exert as upon their antiseptic properties. Recent investigations show that dandruff and similar conditions leading to the falling out of the hair are caused by specific bacilli which invade the hair follicles, and for the treatment of this condition applications which contain an antiseptic are unquestionably the best. The chief difficulty attending the use of a paste is that connected with the preliminary cleansing of the head, but if a shampoo liquid is sold with the paste this difficulty can be overcome. We should suggest the use of a quince glycerin jelly containing about 2 per cent. of

salicylic acid, which could be dissolved with the addition of a little borax and spirit of rosemary, Eau de Cologne, or an alcoholic solution of vanillin and heliotropin could be used as flavoring ingredients. Resorcin might be substituted for salicylic acid. A jelly of this kind will not be found to be sticky when properly applied. In the directions stress should be laid on the necessity of rubbing the preparation thoroughly into the roots of the hair until it is wholly absorbed. We have merely indicated a method of preparing a compound of the kind desired, and leave it to our correspondent to make the necessary experiments.

Finger Nail Polishes.—W. P.—The polishing material in the bulk of the advertised manicure powders and liquid nail polishes consists of tin oxide (putty powder), though a mixture of fine emery powder and cinnamon appropriately perfumed is occasionally used. The following are typical formulas for finger nail polishes:

Tin oxide.....	3i
Carmine.....	gr. xlv
Otto of rose.....	mvi
Oil of neroli.....	mv

A paste of the above ingredients may be made as follows:

Tin oxide.....	3i.
Tragacanth.....	gr. i
Glycerin.....	gtt. i
Rose water.....	q. s.
Solution of carmine, N. F.....	q. s.

Alternative formulas are:

I.

Tin stearate.....	3ij
Powdered pumice.....	3iiss
Oil of lavender.....	m. liiss
Oil of bergamot.....	m. liiss

Mix and sift three times through a No. 121 sieve.

II.

Cinnabar.....	3i
Fine emery powder.....	3i
Essential oil of almonds.....	m. ii

Triturate until uniformly mixed, and sift two or three times.

As a nail varnish or enamel after the application of the powder the following is employed:

Paraffin wax.....	3i
Chloroform.....	fl. 3ij
Oil of rose.....	gtt. liij

To polish the nails apply the enamel and polish with chamois skin.

A Finger Tip Coloring is an article of sale at manicure establishments, and this has some such composition as the following:

Alkanet root.....	5ss
Alcohol.....	3xiij
Rose water.....	3iv

Macerate for a week, add ten drops of otto of rose, shake and filter.

Aluminum Bronze Paint.—C. M. S. B.—There is nothing hidden about the mode of manufacture of aluminum bronze paints. Essentially they consist of a mixture of powdered aluminum with a varnish of the proper grade, heavy for application to heavy articles of iron, lead and zinc, and lighter celluloid varnishes for application to more delicate articles. Nearly all of the aluminum bronze powders are imported from Germany, which is the home of the bronze powder manufacture. The method of making aluminum powder is first to roll the aluminum into thin strips or ribbons, then beat it into leaf by power hammers, and finally stamp it into powder. Much of the aluminum powder is sold for silver powder.

CORRESPONDENCE.

Opportunities for Pharmacists in the Newly Opened Territory.

TO THE EDITOR:

Sir,—In the *National Druggist* for June, page 185, was printed the following:

Requisites for Registration in the Wichita Reservation.—(A. M. C., Maysville, Ark.)—We do not think that anything more is required than to be able to "get there" in time to secure a town site or at least a corner lot. In fact, we don't very well see how there can be any registration. The country to be thrown open will have to make its own regulations on the subject.

This article is, of course, unintentionally misleading, and should be generally corrected. The Wichita, Kiowa and Commanche Reservations, as soon as opened, will become a part of Oklahoma and subject to all Oklahoma laws. Hence, a druggist in order to engage in the practice of pharmacy in any of these reservations would have to be registered in Oklahoma.

The pharmacy laws of Oklahoma require four years' practical experience and the passing of an examination in pharmacy, materia medica, chemistry and pharmacognosy. The applicant is required to have a good common-school education, and must pass a general average of 75 per cent. in order to register.

Registration is not granted upon diplomas nor certificates from other States. The next board meeting will be held at Oklahoma City on the 9th of July, and parties expecting to go into the new country should qualify at that meeting. Further information will be supplied by the secretary.

In regard to the reservations to be opened there will be probably four counties formed, which will possibly make room for, say, eighty drug stores at the outside. Judging from the inquiries we have had, and the number of druggists from all sections of the country who have expressed a determination to locate in this country, at least three or four times that many will be on the ground from outside of the territory; besides, Oklahoma has within her borders enough pushing, energetic "get-there-Eli" druggists to occupy the field.

However, the "more the merrier," and Oklahoma will greet heartily every man who comes with a determination to make his home in her fertile borders, regardless of what his business may be, so it is legitimate and honorable. We would say, as a word of advice to those who are doing well where they are, that it would be wise to weigh carefully and consider well the advisability of making a change for an uncertainty where there is so much element of chance as there is sure to be in securing a good business in the opening of these reservations.

The opening will occur, in all probability in July, one of the hottest months of the year, and every one who goes into the new country must go prepared to live, at least for a time, practically an out-door life.

A complete camping outfit is quite essential. Provisions will be plentiful, but it is well to go prepared with a few rations suitable for a warm climate. As a recreation for those who want to see the rush for homes, it will be a sight well worth going a long distance to see. Guthrie has a direct railroad connection with the new country, and only a few hours' ride by way of the Rock Island Railroad, and those who desire to come a short time before the opening will find pleasant and comfortable places to stop, and at much less expense in the Capital City than in the towns on the border.

F. B. LILLIE,

Secretary of the Board of Pharmacy.

GUTHRIE, O. T., June 18, 1901.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

A SIMPLE EXPEDIENT.

IT is usually desirable that a border should be used around a small retail ad. A border makes an ad stand out, it cuts it definitely out of the mass of matter on a newspaper page. If the border is different in arrange-

Four Corns

Can usually be removed with a single package of our Climax Corn Salve. Can't harm, or hurt, or do anything but take off corns. Can't fall once in fifty times. If it fails for you —your money back.

15 cents.

Four Corns

Can usually be removed with a single package of our Climax Corn Salve. Can't harm, or hurt, or do anything but take off corns. Can't fall once in fifty times. If it fails for you —your money back.

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Four Corns

Can usually be removed with a single package of our Climax Corn Salve. Can't harm, or hurt, or do anything but take off corns. Can't fall once in fifty times. If it fails for you —your money back.

15 cents.

ment or design from all others on a page it gives the ad a distinctiveness. A great many of the smaller newspaper offices have no borders, or, at best, have one or two faces which are apt to be used in several of the ads. The way out of this difficulty is for an advertiser to order a border of his own. Where it is not thought best to do this the expedient here illustrated can be employed. Every print shop has a supply of rules, and these can be employed in the manner shown, and in many other ways, and the method can be extended to ads of any size.

After a plan of display is designed and the rules cut, no change need be made for some time; too frequent change of the style of one's ad is to be avoided; a particular method of setting gets to be a trade-mark of value.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to the Ferris & Ferris Co., Franklinville, N. Y.

CRITICISM AND COMMENT.

The Ferris & Ferris Co., the recipients of the prize for this issue, are doing a kind of advertising that could be wisely adopted by hundreds of druggists in the smaller towns and cities. This is live, seasonable advertising, newsy in its character, and bound to be read by a constantly increasing number of readers. A drug stock of any size will afford an abundant supply of just such material from week to week. Such advertising is especially effective in farming communities, so effective that it is almost impossible to lose, no matter how much space is em-

The Ferris & Ferris Co.

Drugs and Drug Sundries.

A few prices taken at random from among the thousands stock at the busy corner. If we have what you want call and look it over. We enjoy showing goods and aim to carry a line of goods in all departments that will bear inspection.

A Brush in Brushes.

Notice our term window this week. Those of you who share know that the genuine Badger hair brush is the sanest brush made. These brushes usually retail at 75c and \$1.00, our price 50 cents.

Both Brushes.

Good soft fiber, polished handle 45 cents.

Not Brushes.

Ladies' hair brushes, assorted colors, very nicely made, finished in plush and ivory mounted, 25c.

Nail brush, every back 75c.

Round complexion brush, extra soft fiber 30c.

Powder puff, satin finish 15c.

Cups Paper.

Genuine Dennison Crepe paper, assorted tints, just the thing for linings, boxes, lamp shades and of numerous work. Per roll 2c.

P. & F. Hardest Better Color.

Purely vegetable. Free from chemicals or caustics. Does not color better milk. It gives to butter a real June color, the beautiful yellow color desired!

Ten Reasons Why P. & F. Color is Right.

- 1—It does not color the butter milk.
- 2—It enters into the butter and increases its weight.
- 3—Butter color set with P. & F. Color never changes. The color is always the same.
- 4—If the butter weighs 500 lbs. winter butter.
- 5—No danger of over-coloring. You cannot get a red shade from it.
- 6—It will not color the cloth on the tubs.
- 7—It is entirely harmless. You can swallow any quantity of it and it will not hurt you.
- 8—It will not stain your hands.
- 9—It is uniform and produces same color each time.
- 10—It is warranted. We know just how it is made.

A Few Seasonable Remedies.

Wastig, a palatable, sweetened and Lister's Cough Oil, prepared from the finest Italian Cough Oil with the only disagreeable taste entirely removed. Children cry for it. The most valuable medicine known for children or adults. Price 50c.

Gall's Pain King used internally will cure chills, neuralgia, colic, cramps, sore throat, diarrhoea, dysentery, cholera morbus, dyspepsia, indigestion, asthma, pain in stomach. Used externally will cure rheumatism, neuralgia, bruises, cuts, lame back, pain in side, muscular pain, bites, stings, tooth ache, sprains, headache. Price 50c.

Gall's Suffer-Sure. For babies and children. For irritable tempers, diarrhoea, teething, colic, full blown convulsions, babies with colic, babies with diarrhoea, babies with sour stomach, babies with worms. No morphine, no opium, no narcotics. It soothes, it quiets, it helps digestion, it produces sleep. You know Asa's Suffer-Sure, you know Gall's, you know Suffer-Sure, you know Suffer-Sure. It contains all of these and nothing else.

An Ideal Disinfectant.

Sanite true germicide and deodorizer. A powerful antiseptic and disinfectant. Superior to Carbolic Acid. It is perfectly harmless to animals and birds and is especially adapted for domestic use. Directions for use—Mix with fresh water only, and pour the water into the sink, keep clean, and the sink, the garbage heap. For the bath for lice and vermin on cattle. For water closets, urinals, etc. Should be in every stable, school house and household in the country. Put up in pint bottles, 25 cents.

Woodchuck Exterminator.

Do you care to part with the ground-hog? You can get enough of the exterminator to rid your farm for 25c. Quick and easy to use. Sure.

THE BUSY CORNER

The Ferris & Ferris Co.

The Prize Advertisement.

ployed, provided the goods and store service back up the advertising. In the quoting of prices it is not essential that they be cut prices. But price is part of the information that should when possible be given. The man who quotes prices always gets credit for making low prices, no matter whether they are specially low or not. This meth-

ad of advertising appears to be a new venture with the Ferris & Ferris Co., and is commented upon by the local paper as follows:

The Ferris & Ferris Co. adopt in this issue the modern idea in publicity. They have placed this department in the hands of L. D. McWethy, and it will be his particular business to write ads that will be of material value to journal readers. The old style idea in advertising is gone, never to return. If advertising is not done in the proper way there is little use in investing money in it. If it is properly conducted there is money in it. For many years many advertisements have been worth hardly a glance. Nowadays they are worth close perusal.

A FIRST-CLASS CATALOGUE.

The Berlin Pharmacal Co., East Berlin, Conn., submit their very complete catalogue for 1901. This book of 260 pages is arranged in an almost ideal manner, the various divisions of the list being indicated by paper of different colors. The typography of the book is especially clean and strong, and the paper used is much better than that commonly employed in similar publications. This is one of the most businesslike lists that I have seen recently, it is nothing but list and such comment as is obviously necessary. In fact, it seems as though this firm has hardly done itself justice in so complete omission of all matter of an advertising character. One naturally expects some matter of an historical or descriptive nature, with here and there a good word for the business apart from such comment as must necessarily be attached to the list. One might conclude from an examination of the list that here was a somewhat notable line of goods, but still feel a lack of acquaintance with the house. The introduction of some information of a general character would detract nothing from the list and might add to its pulling power.

A GOOD MENU WITH POOR POETRY.

As Moses smote the rock of old,
All waters flow at my command;
You oft have heard the fable told—
The "real thing" at Hill's soda stand.

Both Jew and Gentle gather here,
To worship at my marble shrine,
The weary pilgrim's heart to cheer.
All claim Hill's soda is divine.

The above lines and an illustration serve as an introduction to a twelve-page fountain menu issued by F. J. Hill & Co., Salt Lake City. The character of the list of beverages tends to dispel any hard feelings that Mr. Hill's verse awakes, for the menu is both fine and extensive. Aside from some matter which has already appeared in this department the booklet consists of a carefully arranged list of the drinks served, some one hundred or more, with here and there a word of comment or explanation. It is embellished throughout by some quaint illustrations, and is, upon the whole, a decidedly good piece of literature.

Florida Pharmacists Take Notice.

We are requested by E. Berger, Tampa, the secretary of the Florida State Board of Pharmacy, to publish the following:

All records of the Florida State Board of Pharmacy having been destroyed in the recent fire at Jacksonville, it is requested of all druggists who hold Florida State certificates to mail the secretary at once a sworn statement, giving date of certificate, and state whether certificate was granted on examination, presentation of diploma, or having qualified before the law went into effect.

E. BERGER,

Secretary Florida State Board of Pharmacy.

ACTIVITY OF THE A. PH. A.

Committee Work for the St. Louis Meeting in September.

Preparations are going forward actively for the annual meeting of the American Pharmaceutical Association, which is to be held in St. Louis, Mo., September 16-21, 1901. The readoption of the exhibit feature of the meetings and the new section in practical pharmacy and dispensing, have aroused considerable interest among the members, and an unusually large attendance is anticipated. The novel features of the exhibition of drugs, chemicals, pharmaceutical preparations, etc., which will be held in connection with the meeting were described in the June 10 number of the AMERICAN DRUGGIST on page 371, and we give below some particulars of committee work now in preparation.

PRACTICAL PHARMACY AND DISPENSING.

This committee, which is composed of Henry P. Hynson, chairman, 423 North Charles street, Baltimore; F. W. E. Stedem, secretary, Broad street and Fairmount-avenue, Philadelphia, and C. Lewis Diehl, Third avenue and Broadway, Louisville, has divided up the work among its members, so that Mr. Hynson will continue his investigations into practical dispensing and general store work; Mr. Diehl will collect and prepare for discussion before the Scientific Section formulas and processes in line with his work on the National Formulary Committee, while Mr. Stedem will present new ideas in the way of profitable specialties, paying attention to character, style of container, labels, etc., for these, and including the most advantageous manner of putting up family medicines, culinary articles, spices, etc. Another branch of Mr. Stedem's work will include prescription packages, styles of packages for delivery to the house, pasting of labels, size and style of label and the general exterior make up of prescriptions. He will also present a collection of advertising methods as applied to prescription departments, and his report will be accompanied with sample packages and specimens of the work for the inspection of the members.

Effort will be made by the committee to bring out extremely practical facts and discoveries. An especially pointed effort will be made to bring about healthy discussion and in this way to draw out from the busy members some of the hidden pharmaceutical lore they possess. Nothing, it seems, could be more desirable than this; nothing more profitable.

Every retailer who has the interest of his vocation and the success of the association at heart should take an active interest in the Section on Practical Pharmacy and Dispensing.

THE COMMITTEE ON SCIENTIFIC PAPERS

(Oscar Oldberg, chairman, 2421 Dearborn street, Chicago, Ill.) has issued a circular to the members, worded as follows:

Your Committee on Scientific Papers, in accordance with precedents, issues this circular to specially invite all members, workers and friends of the association to attend the sessions of the Scientific Section at the next annual meeting to be held in St. Louis, Mo., September 16-21, inclusive, 1901.

Papers and reports to be read at the meeting under the rules of the association, and propositions to be submitted to the Scientific Section for its action, will be received with thanks by the committee and given attention.

It is especially desired that members who have at previous meetings made valuable scientific contributions along lines of investigation in which they are still engaged, may continue their additions to knowledge through this association.

Since the organization of the Section on Practical Pharmacy the scope of the Scientific Section has materially contracted, but it is hoped that both sections will be all the more successful by virtue of the change.

The committee does not regard it as necessary or advantageous to submit a list of specific questions or topics for investigation or discussion, believing that a general invitation, leaving the selection of particular subjects to the contributors, will comply with the requirements of the by-laws, and, at the same time, leave the choice as free as possible.

The "questions of scientific and practical interest," upon which contributions, investigations, papers, reports, and discussions are invited, include:

Botany.—1. Contributions to the medicinal flora of any locality. 2. Contributions to the knowledge of individual medicinal plants. 3. Notes on any new medicinal plant.

Pharmacography and Pharmacology.—1. The identification and examination of drugs, whole and powdered. 2. What

changes have taken place in the last fifty years in the varieties of the most important imported drugs met with in commerce.

3. New sources of drugs. 4. Notes on new drugs.

The Chemistry of Plant Drugs and Preparations.—1. Contributions to the knowledge of the chemistry of any new or old drug. 2. Improvements in methods of chemical examination of drugs and pharmaceutical preparations.

General Chemistry.—Contributions to the knowledge of the constitution, properties and behavior of chemical compounds, organic and inorganic.

Pharmaceutical Chemistry.—Notes on any individual process or products, pharmacopoeial or unofficial, organic or inorganic.

Analytical Chemistry.—1. Improvements in any of the methods of volumetric analysis, and of gravimetric analysis. 2. New tests, and new facts concerning tests in use.

Nomenclature.—Notes on the technical nomenclature of botany, pharmacy and chemistry; apparent defects, and suggestions as to their remedy.

General.—1. Suggestions as to what improvements may be effected in the general scientific character of pharmacy and the pharmacopoeia. 2. Any scientific, historical, or bibliographic contributions or notes of interest to pharmacists.

Attention is directed to the following:

Article iv, chapter ix, of the by-laws provides that any person preparing a paper for the association which will require more than ten minutes for its reading, must accompany the same with a synopsis which can be read within ten minutes' time. The paper and synopsis must both be furnished the committees of the particular section to which it refers previous to the first session.

Papers intended to be printed in advance of the meeting must be in the hands of the chairman not later than August 10, 1901.

WOOD ALCOHOL IN CULINARY EXTRACTS.

Suits Against the Makers of Extracts Prepared from Wood Alcohol.

Four damage suits, aggregating \$100,000, have been filed in the courts against the wholesale drug firm of Gilbert Bros. & Co., Baltimore, Md., instituted by persons who allege they were injured by drinking Jamaica ginger prepared by the firm in which there was wood alcohol. Henry W. Jackson, of Albemarle County, Va., demands \$25,000 damages. Nimrod B. Dove, of West Virginia, brought suit claiming \$20,000 damages for injuries received by drinking essence of lemon and peppermint, which, he alleges, contained wood alcohol instead of the pure article. Mrs. Ariel James Duncan and her six children filed suit demanding \$25,000 for the death of James Henry Duncan, the husband and father, who, it is charged, became blind and afterward died from the effects of drinking Jamaica ginger said to contain wood alcohol. Dr. George Brehm, of Cecil County, filed suit claiming \$30,000 damages for the total loss of his eyesight, which he says was brought about through drinking Jamaica ginger manufactured by the defendants.

California Board of Pharmacy.

The newly organized State Board of Pharmacy of California, consisting of W. H. Searby, president; John Calvert, secretary, and J. J. Crowley, H. J. Finger, E. A. Baer and C. H. Rowley, finished a three days' session, examining credentials of candidates for licentiate certificates in San Francisco on June 14. The following licentiates were registered:

H. R. Friedgen, G. Steinman, H. Gonzales, E. M. Cherry, G. Watt, C. W. Lund, J. P. Micheli, H. H. Siebe, W. H. Reed, E. L. Frick, S. W. Cartwright, C. A. Morris, L. A. Schnitz, F. W. Ralston, J. C. Bearcroft, Elsie B. Higgins, W. W. Kerr, J. J. Crowley and C. H. Rowley.

It is the intention of the board not to accept diplomas from any college of pharmacy as satisfactory credentials of attainment to entitle an applicant to an original registration. Junior examinations of colleges of pharmacy will not be recognized as credentials exempting from examination candidates for the assistant certificate. Certificates of other boards of pharmacy will not be recognized.

A resolution of respect to the memory of the late Samuel Oberdeener, of Santa Clara, who was a member of the last Board of Pharmacy, was adopted.

The board will meet July 16 at the College of Physicians and Surgeons, San Francisco.

PHARMACEUTICAL MEETINGS.

PENNSYLVANIA ASSOCIATION.

The Pennsylvania State Pharmaceutical Association met in twenty-fourth annual session at Harvey's Lake, Luzerne County, on June 18, 19 and 20. The meeting was highly successful, as well in point of attendance as from the interesting character of the proceedings. Harvey's Lake is a beautiful small sheet of water, covering about 1,300 acres, with charming environments. The trolley ride of 15 miles from Wilkes-Barre is picturesque to a degree, running through deep ravines, wide meadows and broad uplands. The lake is a gem, nestling among low mountains, whose shore line is dotted with many fine villas.

At the opening session on Tuesday the association was welcomed by Mayor Nichols, of Wilkes-Barre. After referring to the scenic attractions of the place of meeting, Mayor Nichols spoke of the relations of the pharmacists to the State. The people of Pennsylvania, he said, seemingly have the largest measure of protection legislative wisdom can afford against the dangers due to incompetency or dishonesty in the prescription, sale and compounding of medicines. The law to which pharmacists are subject exacts of them qualifications equal to all the demands of their calling. Before an individual can undertake to enter upon the management of the business of druggist, or become an assistant therein, he must procure a certificate of competency from the State Pharmaceutical Examining Board. The membership of this board consists of five skillful retail apothecaries, of at least ten years' practical experience. In the beginning one member was chosen for five years, one four years, one three years, one two years and one one year. No one member is appointed annually for the term of five years. The examinations to which applicants have thus far been subjected conform to the highest standard, and if the results are ascertained by the application of rules of fairness and impartiality, it is certain that the druggists of Pennsylvania possess all the qualifications necessary to give safety and the best service to their patrons.

F. J. Hammond, of Westchester, president of the association, called upon C. N. Boyd, of Butler, to respond for the association, which he did in a felicitous and happily worded speech. J. H. Redsecker, of Lebanon, responded in behalf of the ladies and made some happy allusions.

The credentials of the various associations and institutions represented by delegates were read and representatives from them made responses. Mr. Raser responded for the Berks County Association, Wm. O. Fralley for Lancaster, C. A. Weidemann for the Philadelphia College of Pharmacy. J. C. Perry, of the Philadelphia Association of Retail Druggists, made an acceptable address. He spoke of the strength of his association and what it is accomplishing. The prices of patent medicines as regulated by the association are being adhered to, and the association is keeping the department stores from entering the business. The Alumni Association from the Philadelphia College of Pharmacy was represented by Mr. Shinn, the Luzerne County Association by F. B. Nagle and B. F. Maxey, the New Jersey State Association by James Foulk, its president; the Bethlehem Association by G. W. Roland, the Lackawanna Association by D. J. Thomas.

After the reception of delegates President Hammond delivered his annual address. It reviewed the work of the year and the progress of pharmacy generally, touching particularly on the growth of organization among druggists and the value of association work. The address took the usual course, being referred to a committee for report.

The reports of the secretary and treasurer showed the association to be in good financial standing and the membership to be increasing. The report of the Executive Committee was submitted by Geo. A. Gorgas, of Harrisburg.

SECOND DAY'S PROCEEDINGS

The second session on Wednesday was opened at 10.30 a.m., with President Hammond in the chair. B. E. Pritchard, of McKeesport, presented his credentials as the representative of the Western Pennsylvania Druggists' Association and made an address of greeting. The report of the Committee on Free Dispensaries was presented through Prof. J. P. Remington, chairman. A resolution was adopted suggesting that the managers of the free dispensaries require the registration of the name, address and occupation of all persons applying for free treatment, as the privilege is being abused.

STATE BOARD PROSECUTIONS.

At the afternoon session Lewis Emanuel, president of the State Pharmaceutical Board, read a paper which was a de-

fense of the actions of that board. The paper provoked a most animated discussion which took up a big part of the afternoon.

The speakers were emphatic in their statements that the State Board is acting unfairly. The board has caused the arrest of many druggists for not displaying in their stores renewal cards of their licenses. In Wilkes-Barre alone seventeen druggists were recently arrested for this reason. The speakers argued that this is not a serious crime—only negligence on the part of the druggists. The speakers criticized the State Board for being so persistent in these prosecutions for trivial causes, while it is overlooking or making no effort to ferret out graver offenses within its jurisdiction. One member called it persecution, not prosecution.

Professor Remington offered a resolution that a committee be appointed to formulate resolutions to be presented at the next convention expressing the sentiments of the convention toward the State Board.

Charles Leedom, of Philadelphia, explained the workings of the Worcester Plan in a paper which caused a general discussion, the result of which was that the plan received the indorsement of the association.

During the afternoon there was a wheelbarrow race, participated in by a number of the members and visitors, the following being the prize winners: First, B. F. Maxey, of Wilkes-Barre; second, Boyd Butler; third, D. J. Thomas, of Wilkes-Barre; fourth, A. E. Harter, of Dallas; fifth, J. F. Patton; sixth, J. T. Rodman.

The ladies' wheelbarrow prizes were won as follows: First, Mrs. Thomas, of Scranton; second, Mrs. Ransom, of Philadelphia; third, Mrs. Stedem; fourth, Miss Rogers; fifth, Miss Hunter; sixth, Miss Patton.

Target shooting prizes were awarded as follows: First for men, J. H. Knause, of Harrisburg; second, W. T. Colburn, of Ashley; third, Thomas Campbell, of Overbrook; fourth, H. H. James, of Parsons; fifth, Mr. Vetter, of Scranton.

Ladies—First, Mrs. Bleekham, of Philadelphia; second, Mrs. Cliffe, of Philadelphia; third, Mrs. Boyd, of Butler; fourth, Mrs. Ross, of Lebanon.

Bean Contest—First prize, Professor Cope; second, Mr. Stedem; third, Mr. George.

THIRD DAY'S PROCEEDINGS.

The closing session on Thursday was marked by an election for officers to serve during the ensuing year. The following were chosen:

President, W. L. Cliffe, of Philadelphia; first vice-president, W. F. Horn, of Carlisle; second vice-president, I. M. Willis, of Washington; secretary, J. A. Miller, of Harrisburg; local secretary, H. J. Mentzer, of Waynesboro; treasurer, J. L. Lemberger, of Lebanon.

Executive Committee—W. O. Frally, of Lancaster; J. H. Stein, of Reading; A. E. Heck, of Pittsburg.

The next meeting will be held at Buena Vista Springs Hotel on June 17 of next year. This place is near the Maryland line in Franklin County. The association met there three years ago.

The Committee on Pharmacy and Queries, F. W. E. Stedem, chairman, reported a number of papers, C. B. Lowe, of the committee, leading off with one on the manufacture of antitoxins. In the absence of the author, Frederick T. Gordon, a paper on answers to queries of the committee was read by Chairman Stedem. In this paper tests for vanillin were given, a method of assay for white hellebore proposed and notes on the pharmaceutical uses of methyl alcohol were made.

ACTION ON THE BOARD OF PHARMACY PROSECUTIONS.

Following this came the report of the committee appointed at the preceding sitting to consider the recent action of the State Board of Pharmacy in prosecuting druggists for failure to display renewal certificates. The presentment of the committee was as follows:

Whereas, The Pennsylvania Pharmaceutical Association from its inception has taken the deepest interest in securing legislation which aims at giving the public the greatest measure of protection, at the same time guarding those interests of the pharmacists which fall within inalienable rights.

Whereas, The president of the Pharmacy Board has presented a statement of this body detailing the action of the board in prosecutions which have been made during the past year, from which it appears that many flagrant offenders have been made to realize that the pharmacy laws which are on the statute books are not inoperative, as has been erroneously supposed by some, but must be lived up to and enforced to the full extent of the law and the powers of the board; but it also appears that in the manner of the enforcement of the sections of the law referring to the renewal and displaying of registration certificates there has been ground for grave criticism; be it

Resolved, That this association pledges to the State Pharmaceutical Examining Board its most cordial support in its efforts to enforce the laws of the Commonwealth, but it distinctly condemns the method which has been employed by the board and the judgment exercised in many cases where the minor offense of not displaying renewal certi-

icates has been visited by prosecution, which it would have been wiser to have withheld;

Resolved, That this association has due respect to the law. Nevertheless, it recognizes the peril which confronts the best interests of pharmacy when sound judgment is not exercised in the enforcement of the laws, and, while it does not seek to dictate to the Pharmacy Board how its business shall be conducted, this association is acting strictly within its rights and liberties in recording in annual session assembled its views about vital matters affecting the reputation of its members and the best interests of the pharmaceutical profession of the State.

After some discussion the report was adopted.

GOOD WORK OF THE COMMITTEE ON PAPERS.

At the afternoon session a large number of papers were read. Among them were the following:

B. J. Thomas, Scranton, "Is Alcohol a Stimulant or an Anæsthetic?" S. E. R. Haessinger, Philadelphia, "Analysis of a Thousand Prescriptions;" Lewis Emanuel, Pittsburg, president of the board, a paper relating to the State Board of Pharmacy. He gave as the reason for so many failing to pass the State Board examination lack of education and lack of preparation. W. W. Chalfant, of Philadelphia, discussed the question, "Does Advertising Pay?" He stated that judicious advertising always pays. Theodore Campbell, of Philadelphia, talked about making cold cream by a new formula. George R. Pancoast and Lyman F. Kebler, both of Philadelphia, spoke about different drugs and their merits. Isaac F. Willis displayed native drugs and read a paper relative to them. C. H. Lawall and L. M. Bamford, both of Philadelphia, showed tabulated prescriptions, and they made an interesting collection. Rapid methods of determining the value of chromic acid and the soluble chromates was the subject of a paper by Lyman F. Kebler. "Ought Pharmacists Have a Better Knowledge of Therapeutics?" was the subject of a highly interesting paper by D. J. Thomas, of Scranton. Laboratory notes were given by Robert C. Purcell and W. R. Graham, of Philadelphia. Oleate of mercury was discussed by F. W. E. Stedem, of Philadelphia, and the deterioration of artificial food by C. H. Lawall, of Philadelphia. The substitution of acetic acid for alcohol in the preparation of medicines was discussed by Professor Remington, of Philadelphia. Mr. Stedem, of Philadelphia, gave some notes about powdered drugs.

In the evening there was a paper by F. W. E. Stedem on "Minor Surgery," and it contained many facts of interest.

The papers prepared at this year's meeting of the association were of an unusually high order of value and interest, and the committee having this matter in charge were the subject of much favorable comment.

NORTH CAROLINA ASSOCIATION.

The North Carolina State Pharmaceutical Association met in twenty-second annual session at Winston-Salem on June 18. The meeting was called to order by President R. H. Jordan, of Charlotte. A. H. Eller delivered the address of welcome, the response being made by G. H. T. Hicks, of Raleigh. The annual address of the president was of unusual interest, containing useful criticism and suggestions. He made a special plea for efforts to increase the membership. At the organization of the association in 1880 its membership roll was 112, to-day 147, showing that the increase is only 32 per cent. for the 21 years, or about 1 2-3 members annually. While it is understood that death and retirement from business were factors that reduced the percentage largely, the increase is inexcusably small as compared with the enrollment of registered pharmacists, which at the same time was 282, and to-day 530, nearly double.

President Jordan called attention to the gradual decline of interest in scientific and practical papers and discussion, a condition which is deplored by the leaders in other pharmaceutical associations, both State and local, besides the North Carolina body. In closing he especially recommended that the association continue its membership with the N. A. R. D.

The report of Secretary P. W. Vaughn, of Durham, showed that the expenses the past year amounted to \$194.25.

William Simpson, secretary and treasurer of the State Board of Pharmacy, of Raleigh, read his annual report, showing a balance in the treasury of \$583.80.

The report of Treasurer A. J. Cook, of Fayetteville, of the State Association, showed that the expenses the past year aggregated \$320.77, showing a balance in the treasury of \$560.16.

On motion J. R. Williams, of Raleigh, was elected an honorary member of the association for life. It was stated that he had been a member of the organization since it was started and that he retired from business a few years ago on account of old age, etc.

The meeting closed with the afternoon's session, adjourning

at 4.10 o'clock to meet at Morehead City on the third Thursday in June, 1902.

The following officers were elected: President, E. W. O'Hanlon, Winston; first vice-president, Henry T. Hicks, Raleigh; second vice-president, W. A. Leslie, Morganton; third vice-president, G. K. Grantham, Dunn; secretary, A. J. Cook, Fayetteville. Executive Committee: B. B. Owens, Winston; G. R. Wooten, Hickory; J. M. Scott, Charlotte; W. H. Macnair, Tarboro. Local secretary, C. G. Branhan, New Bern.

A delightful finale to the meeting was the banquet on Thursday night at Hotel Phoenix, given by the local druggists complimentary to the members of the Association.

MINNESOTA ASSOCIATION.

The Minnesota State Pharmaceutical Association began its seventeenth annual convention on June 18 at Hotel St. Louis, Minnetonka. Nearly 150 members and their wives arrived at the hotel on the opening day. The opening session was called at 11 o'clock, and reports of the Committees on Arrangements and Membership were heard. There were 23 new applicants for membership, and the articles of incorporation were amended to make the annual dues \$3.00 instead of \$2.00, in order to cover the increased national membership fee.

In the afternoon President B. O. Kyseth made his annual address, in which he gave a *résumé* of the year's work. He sketched the proceedings of the national association, and urged a more general interest in the National Formulary.

The report of the secretary, E. B. Wilson, showed the number of bulletins issued by the association, and sketched the work done by the association committees in seeking to secure better recognition for the services of the pharmacists, in the army, navy and marine hospitals. The organization of the pharmaceutical travelers was mentioned and commended.

Treasurer H. W. Rietzke, St. Paul, reported the association in a prosperous condition, represented by a respectable balance after all obligations have been met.

A committee was appointed to prepare resolutions on the Proctor Memorial. The committee is Prof. Fred. J. Wulling, Minneapolis; C. T. Heller, St. Paul, and R. F. Lynch, of Monticello.

During the second day's session an election of officers was held and Stewart Gamble, of Minneapolis, was chosen president. Other officers are: First vice-president, Charles Weschke, Springfield; second vice-president, Miss Anna C. Umland, St. Paul; third vice-president, Dr. Peter Fallman, Mankato; secretary, E. B. Wilson, Minneapolis, re-elected; treasurer, H. W. Rietzke, St. Paul; Executive Committee—John F. Danek, Minneapolis; A. T. Hall, St. Paul, and J. H. Marshall, Minneapolis.

The Commercial Travelers' Auxiliary elected F. H. Halnerd, Minneapolis, president; E. T. Jones, Minneapolis, first vice-president; F. E. Noble, St. Paul, second vice-president; John Bork, St. Paul, third vice-president; R. T. Wincott, Minneapolis, secretary and treasurer; J. D. Smeltzer, C. B. McCall, E. V. Clark, A. P. Place and O. O. Souber, all of Minneapolis, Executive Committee.

Thomas V. Wooten, of Chicago, secretary of the National Association of Retail Druggists, delivered an excellent address, as did J. H. Marshall, president of the Minneapolis Association. A paper on "Trade Interests" was read by A. W. Eckstein, of New Ulm. Thomas Voegell, in his address, responded to the one made early in the morning by Mr. Wooten. Charles T. Heller, of St. Paul, presented a report from the Committee on Legislation. Winthrop Noyes, of Noyes Brothers & Cutler, extended the greetings of the jobbers to the association.

A. G. Webster, of Minneapolis, reported for the State Board of Pharmacy and read a paper which urged loyalty to the pharmacy laws and the State Boards. Charles T. Heller, of St. Paul, also had an interesting paper on the "Sale of Sponges," and gave the members some pointers of great value in a business way.

In the afternoon the members went for a steamer ride on the "Puritan," which had been placed at the association's disposal by the Pittsburg Plate Glass Company. After a cruise of the lake they were guests at the Lafayette Club, through the courtesy of J. C. Eliel, of the Lyman Eliel Drug Company. Light refreshments were served. Mr. Eliel welcomed the visitors and was responded to with three hearty cheers.

From 7.30 until 8.30 in the evening a third business meeting was held. The names of five members were selected for presentation to the governor with the recommendation that the appointment to the vacancy on the State Board of Pharmacy, which occurs the coming summer, be made from the list. The names selected were Dr. J. W. Harrah, Minneapolis; John Wilson, Ortonville; Charles Weschke, Springfield; B. O. Kyseth, Sherburne, and W. G. Alwin, New Ulm.

It was unanimously decided to meet at Lake Minnetonka in June next year, and, although the place has not been decided, a general preference was shown for Hotel St. Louis.

COLORADO ASSOCIATION.

The twelfth annual convention of the Colorado State Pharmaceutical Association was held at Colorado Springs, June 18, 19. The attendance was light at the opening session, but it was increased later. President Charles D. Barnes, of Denver, opened the meeting in the presence of a bare quorum of members. In his annual address President Barnes referred to the work of the National Association of Retail Druggists in very favorable terms, saying that the association had greatly aided the druggists of the United States in many ways. He also spoke in particular of the hardship of the new liquor law of Colorado, which requires the druggists of the State to pay \$25 per annum State license in addition to the other license to city and government, and they do not yield to this new law with very good grace.

The following officers were elected to serve during the ensuing year:

President, W. L. Shockley, Cripple Creek; first vice-president, D. Y. Wheeler, Denver; second vice-president, F. F. Whiting, Denver; secretary, Charles E. Ward, Denver; local secretary, H. F. McCrea, Denver.

The place of the next meeting will be Denver and the time will be next June, although the exact date has not yet been set. The Executive Committee, to be appointed later, will determine the date and the minor details of the meeting.

MISSOURI ASSOCIATION.

The twenty-third annual meeting of the Missouri Pharmaceutical Association was held at Pertle Springs, Mo., June 15 to 21, inclusive.

The president's address was an able document and dealt with topics of the day. He pointed out that the N. A. R. D. had accomplished much in the way of ameliorating the cut rate evil, and gave credit to the drug journals of the country for their ready help. He recommended that a new pharmacy law be drawn up and presented to the next State Legislature.

Treasurer Mittlebach's report showed a balance of \$245 on hand and all bills paid to date. He also reported 330 members in good standing and 27 in bad standing. He recommended that these 27 be suspended unless they paid up their dues at once. This recommendation was adopted.

The following papers were read and discussed during the meeting: "Some Narcotic Plants," J. F. Llewellyn; "Carbon Molecules," J. F. Llewellyn; "Notes on the U. S. Pharmacopoeia," Carl G. Hinrichs; "Pharmaceutical Notes," Prof. Francis Hemm; "Medicines Prescribed by 108 St. Louis Physicians," Dr. H. M. Whelpley; "Report on the Examination of Four Popular Brands of Powdered Coca," Prof. Francis Hemm; "Compound Extract of Salyx," A. D. Chenoweth and Wm. K. Ihardt; "The Pharmacopoeias of the Three Great Nations and the Lesson They Convey to the Retail Pharmacist," Gustavus Hinrichs.

The following were elected to membership: J. M. Paul, A. M. Howard, H. J. Howell, Jr., H. L. Uhl, Excelsior Springs; D. P. Wright and Geo. P. Hemm, St. Louis; J. S. Flemming, C. E. Clark, H. H. Crowder and Geo. A. Haspin, Kansas City; C. W. Sush, L. C. Meyers and W. E. Bard, Jr., Sedalia; T. F. Miller, Warrensburg; M. S. Middlesworth, Jantha; A. B. Walker, Hermann; Frank A. Huber, Boonville, Oscar T. Harrison and T. E. McPhearson, Kennett; W. R. Patterson, Tipton; S. F. Reed, Brayme; W. L. Turner, Springfield; W. T. Ballagh, Nevada; Wm. K. Barber, Benton; A. V. Marshall, St. McAllester, I. T.; E. U. Renfro, Rayville; G. L. Blatchley, Liberal, and J. D. Humphrey, Eldorado Springs.

Wm. Mittelbach, of Boonville; R. H. Hope, of Centralia; J. V. Murray, of Warrensburg, and Paul L. Hess, of Kansas City, were appointed a committee to secure new members and a large attendance at the A. Ph. A. meeting in St. Louis next September.

The report of the Committee on Drug Adulteration, as prepared by Ambrose Mueller, was read and showed that there was very little adulteration in the class of drugs which they had examined, and they had taken in almost the entire scope of the U. S. Pharmacopoeia.

The report of the Board of Pharmacy showed that four meetings had been held during the year, and at these 138 applicants for registration had been examined. Of these 88 passed. It also showed that during the few months when physicians were allowed to register as druggists upon their medical diplomas 2,214 had taken advantage of the defect in the law. The report showed that there was a vacancy on

the Board of Pharmacy, and suggested that recommendations be made to the Governor. Chas. Gietner and F. W. Friedewald, of St. Louis, and Paul L. Hess, of Kansas City, were therefore placed in nomination. After the meeting adjourned it was announced that the Governor had appointed Paul L. Hess, of Kansas City.

The Committee on Time and Place of Holding the Next Meeting recommended Pertle Springs as the place and the second Tuesday in June, 1902, as the time. This report was adopted.

The following officers were elected to serve during the ensuing year:

President, Otto F. Claus, St. Louis; first vice-president, R. L. Hope, Centralia; second vice-president, R. L. Kerns, Bunce-ton; third vice-president, H. O. Westner, Windsor; treasurer, Wm. Mittelbach, Boonville; permanent secretary, Dr. H. M. Whelpley, St. Louis; assistant secretary, F. St. John Umbright, Liberal; local secretary, F. V. Murray, Warrensburg.

Council: H. F. Hassebrook, St. Louis; Paul L. Hess, Kansas City; R. S. Vitt, St. Louis; Dr. H. M. Pettit, Carrollton; Dr. J. F. Llewellyn, Mexico.

Before adjourning President Claus announced the following chairmen of the various committees: Entertainment, L. A. Seltz, St. Louis; Papers and Queries, Francis Hemm, St. Louis; National Formulary, Dr. H. M. Pettit, Carrollton; U. S. Pharmacopoeia, Dr. J. F. Llewellyn, Mexico; Trade Interests, C. E. Corcoran, Kansas City; Transportation, Wm. F. Bard, Jr., Sedalia; Drug Adulteration, Ambrose Mueller, Webster Grove; Legislation, Paul L. Hess, Kansas City; Exhibits, R. C. Reilly, St. Louis; Deceased Members, J. W. Powell, Lexington.

ELMIRA DRUGGISTS DIVIDED

On the Question of Where to Hold Next Meeting of State Association—New York City Druggists Would Welcome the Association at Coney Island—Sentiment of the Up-State Druggists.

When Clay W. Holmes moved, at the recent meeting of the New York State Pharmaceutical Association the appointment of a Committee on Time and Place of Next Meeting he undoubtedly expected that, in accordance with parliamentary custom, he would be named on the committee. President Hirsman departed from the custom, however, and named as chairman of the committee J. F. Van Nort, of Elmira, who brought in a report, which was signed by his associates, declaring in favor of Elmira as the next place of meeting. It is now claimed that the druggists of Elmira do not desire the association to meet there, and a petition has been signed by a majority of them requesting the Executive Committee of the State Pharmaceutical Association to name a place other than Elmira. The opposition is based on the grounds that the lamentable condition of the drug trade in Elmira, caused chiefly by the operation of a cut-rate war, would not allow the druggists to entertain the visitors in the manner which they desired, and they would like to see the meeting postponed until some later year.

J. F. Van Nort was, up to a couple of weeks ago, president of the local druggists' association. He had been president of the association for three or four years, and during that time had not called a meeting for the election of officers, nor did he confer with the local druggists in regard to asking that the next annual meeting of the State Pharmaceutical Association be held in Elmira. This is what is said by the druggists of Elmira, who are opposed to the meeting being held there. In regard to this Mr. Van Nort states that he has called meeting after meeting of the local druggists without being able to secure a quorum, and he has since resigned the office. He is still anxious to see the next convention held in Elmira, and he is supported by a few of the local druggists, while some of the signers of the petition against bringing the convention to Elmira have signified their willingness to be convinced that it is best that the convention should be held there. In this connection the firm of Kennedy & Tierney, druggists of Elmira, have made public a letter to Mr. Van Nort in which they offer a subscription of \$100 to assist in providing a programme of entertainment for the meeting. The firm named are well known as the proprietors of the principal hotel in Elmira.

Meanwhile a movement is on foot in New York City to hold the meeting in 1902 at Brighton Beach Hotel, Coney Island, and the AMERICAN DRUGGIST is in receipt of the following letter in advocacy of this movement from the secretary of the Manhattan Pharmaceutical Association:

To the Editor:

Sir,—The meetings of the New York Pharmaceutical Association held at Manhattan Beach in 1897 and at Buffalo in 1901 were the largest attended and the most enjoyable and harmonious in the history of the association. Was it because the pharmacists of the larger cities vied with each other more than in small cities to give their visiting brethren a pleasant time? It would seem so, for in numbers human nature is brought out more and good fellowship prevails, and to show that notwithstanding the cares and worries of the business they can forget them when they come together in a large city.

At the Buffalo convention this year no city came forward and offered the association its hospitality for 1902. Then I would respectfully suggest that the several pharmaceutical associations in Greater New York come together and offer to the Executive Committee of the State Association in the near future, before others do, the hospitality of New York City, so that the next convention may be held at Brighton Beach in 1902. There are attractions enough there to satisfy one and all. One big hotel to shelter all, as one big family; the elegant surf bathing of that beach, the cool ocean breezes, the attractions of Coney Island, the fireworks at Manhattan, and last, but not the least of all attractions, that which is dear to every visiting lady's heart, the "shopping" in the big dry goods stores of New York City and Brooklyn. Let New Yorkers "get together" and show their up-State brethren that they can give them a right good welcome and try to reciprocate for the more enjoyable time had by all in Buffalo in 1901. I hope you will agitate this subject and use your influence with the Executive Committee to have them decide on Brighton Beach for 1902.

Very truly yours,

S. V. B. SWANN,

Secretary Manhattan Pharmaceutical Association.
New York, June 29, 1901.

Touching this subject the Buffalo correspondent of the AMERICAN DRUGGIST writes under date of July 5: Speaking of Elmira, it is learned that the move to hold the convention there has been canvassed very thoroughly. The scare reported in my last letter [See AMERICAN DRUGGIST, June 24, p 878] took very deep root, so that all but five of the 15 leading druggists in the city, on having the supposed situation laid before them, signed a petition, asking that the convention be sent somewhere else. Then the opposite view was taken up. It was denied that it would cost \$100 apiece to bring the druggists there. A trolley trip to Watkins Glen ought to cover the entertainment pretty well, especially as it is the wish of the leaders in the association that the expenses be cut down sharp, as they have become dangerously high.

Then there is the political side of the Elmira situation. Of course, Elmira is not pleased because one of her leading druggists, J. F. Van Nort, was not advanced as he should have been up the string of vice-presidents, but he is now at the top and in line for the presidency. It is argued that there is nothing to do but elect him president next year, and the obligation is made so direct by the people who are in it that if Elmira asks for the convention she will get it and the president too. The programme is probable, as the petitioners are now willing to take the opposite cue.

Obituary.

William H. Walker, a well-known druggist of Saratoga Springs, N. Y., died at his home there on June 22, after a long illness, aged sixty. He was a veteran of the Civil War, having been attached to Chrysler's Cavalry. He was a member of Washington Commandery, K. T., of Saratoga Springs.

James L. Truslow, formerly a wholesale cork dealer of this city, died on June 26, aged 81. Mr. Truslow had been in the cork business fully half a century, and had retired two years ago. He had been head of the firms of Truslow, Nostrand & Co. and Truslow & Co., and when he retired the latter firm was merged into the Armstrong Cork Co. He leaves a son and two daughters.

Henry C. Maisch, professor of chemistry in the College of Pharmacy of the Medico Chirurgical College, died on July 1 from an operation for appendicitis. Professor Maisch, who was the eldest son of the late Prof. John M. Maisch, graduated from the Philadelphia College of Pharmacy in 1883. When the Medico Chirurgical inaugurated the pharmacy department Prof. Henry Maisch was chosen as the head of that department, which position he has had until his death. At one time Professor Maisch conducted a pharmacy at 1607 Ridge avenue and at the time of his death was chief chemist for a manufacturing pharmacist.

DRUG FEATURES AT THE PAN-AMERICAN.

Patent Medicines Conspicuous by Their Absence—Chemical Houses Well Represented—Pharmaceutical Manufactures Not Much in Evidence.

Buffalo, June 28.—The great claim of the Pan-American Exposition on the visitor, let him be whoever he may, is in the line of the beautiful. No disparagement of the useful side of the Exposition is suggested in this, but the world has seen great fairs before and will see them again, while it has never beheld a scenic display before to compare in any degree with the Pan-American Exposition. This fact is dawdling on the visitor more and more as the terrible hindrance of bad weather and careless exhibitors is put into the background and forgotten. July finds the weather warm and the entire Exposition not only a living thing, but a growing one. The grounds change daily. As one plant goes out of flower it is taken away and another substituted for it, so that the acres of bloom are always at their best. The perishable exhibits are treated in the same way, with the result that the visitor finds a new beauty almost everywhere each week. Of course the great claim to scenic effect is in the buildings themselves, day or night, but more especially just as the lights are coming out at 8.30 in the evening. Sousa plays then, and the great illumination of the fountain display just to the northward of his music stand is already on. As the moment when the lights are to appear approaches Sousa begins an appropriate air, and the great company of spectators, that now for the first time begin to fill the square, fairly quivers with expectancy, and the coming of the lights is always met with general applause. It would pay any one

sold by the firm is well set forth by the exhibit. Seabury & Johnson do not need any special introduction to the public.

CHEMICAL EXHIBITS.

There is a goodly list of chemical specialists at the Exposition. On the south wall of the Manufacturers' Building will be found the elegant booth of the Roessler & Hasslacher Chemical Company, of New York, Philadelphia, Boston and Chicago. The quarter is a busy one and the company has made a good selection. The visitor will find not only specimens of the goods offered by the company, but card folders setting forth the assortment of cyanide compounds, ceramic colors, and specialties for bleaching and purifying substances. The puratylene for purifying acetylene gas is found in a separate exhibit in the Acetylene Building, so that any one who desires a special knowledge of the process will be able to look the matter up thoroughly.

Another house in the same line is the Grasselli Chemical Company, of Cleveland, which is well to the southwest of the Manufacturers' Building, with a stylish booth that has the special attractiveness of an entrance with an arch studded with electric lights. This company goes deep into acids, ammonia and various salts, not omitting glycerin and other compounds not usually thought of as chemicals.

MELLIN'S FOOD EXHIBIT

is closer to the center of the building, and has the advantage of being close to some jewelry establishment of great note and an occasional display of laces or something of the sort that attracts all women. The booth was not in operation at the time your correspondent looked in on it, but that did not prevent a silent inspection of the neat showing made, not only



THE MANUFACTURES AND LIBERAL ARTS BUILDING OF THE PAN-AMERICAN EXPOSITION AT BUFFALO.

to cross America to see this spectacle, the enthusiastic people scarcely less than the display itself.

A WORD TO THE PUBLIC.

It would not be possible to give even an outline of the Exposition as a representative of America's industries in an article like this, and no effort will be made to do so. The best word to the public, that portion of it that has not already made the discovery on the spot, is to make the visit to the Exposition a matter of leisurely jaunt and recreation. Don't make a pell-mell rush from side to side of the grounds in hope of seeing everything. Time is too short and interest is too small for this. Everybody has a special desire of his own to see a few things. He will be at his best if he looks them over now and then while on the grounds. He should spend a great part of the time, not in wearying himself to death in foot travel, but in resting at various points and observing life as it is distributed about the open squares and grounds. No other place in the world at this moment affords such an opportunity.

SEABURY & JOHNSON'S THE CHIEF EXHIBIT OF PHARMACEUTICAL INTEREST

The visiting druggist and specialist in lines kindred to pharmacy will not miss the displays made for his edification, though it is, of course, a fact that most of them are made for the attraction of the general public rather than the specialist. The Exposition authorities began the dealing with this branch of business by declaring that there was not room enough for patent medicines and ruled them all out. There is a lone and melancholy list of applicants in that line on the books, but they are not represented at the fair. For some reason not a few of those who applied as pharmacists did not send exhibits, but we find such enterprising firms as Seabury & Johnson there, with a neat booth and display case to set forth their specialties in adhesive plasters and similar appliances. The visitor will find them well to the south center of the Manufacturers' and Liberal Arts Building, always ready to satisfy the wants of those who come. The great variety of the articles in this line

of goods, but also of the pictures of the coming rulers of the race who have been made robust by the food.

ARMOUR & CO.'S EXHIBIT.

Not far from the above is the booth of Armour & Company, which is here offering its specialty in invalids' food, which is particularly intended for sale by druggists. This booth is well manned, begging the pardon of the member of the other sex who is there to make demonstrations of the soluble beef that is the basis of the Armour claims to favor in the sick room. A neat circular sets forth the great amount of proteids the food contains, and closes with a goodly list of recipes for making the food into acceptable dishes. There will be a large following here when the demonstration hour is on.

Horlich's Malted Milk is also there. Of course the list of foods for the invalid would be incomplete, though Horlich's has the greater range besides enjoyed by the cereal foods that have little or no medicinal idea in connection. With a good demonstration at the Exposition this food ought to be still more familiarly and favorably known to the public than ever before.

MARKS' ARTIFICIAL LIMBS.

Another step (no joke intended) brings us to the artificial limbs in all their variety, with the booth of A. A. Marks well up in the list, sending out a 68-page pamphlet referring to the grand prize received at Paris last year and giving a full description of the limbs made by the house and the work they will do. The whole is a history of the development of this most helpful industry. There will be no going past this booth by any person at all interested in what it has to offer.

It might be profitable to go still further into the specialties that have a bearing on the drug trade more or less directly, but let the above answer for this time. The Mathieson Alkali Works, of Niagara Falls, is represented, and the aniline and chemical works of Schoellkopf, Hartford & Hanna, of Buffalo, has a neat booth. The A. R. Bremer (Coke's Dandruff Cure) Company, of Chicago, and the West Disinfecting Company, of New York, are also in the list.

GREATER NEW YORK.

Among recent visitors to the city we noticed Bernard Forbes, of the Magic City Drug Company, Birmingham, Ala.

A pharmacy has been opened at No. 266 Greenwich street, between Warren and Murray streets, by W. D. Snedaker, who was formerly with Tarrant & Co. in the retail store at the corner of Warren and Greenwich streets.

G. A. Ortgen has returned to the employment of J. Milhau's Son, where his smiling face and charming manners fall like a benediction on the heat-worn customers of the old-time pharmacy. He has been in the interim employed in the Palmetto Pharmacy, Charleston, S. C.

A coroner's jury has decided that James E. Branigan, late proprietor of the drug store at No. 161 Amsterdam avenue, whose death in Roosevelt Hospital, on June 13, was noted in our last issue, died from natural causes, and the man who was arrested on suspicion of having been concerned in his death has been set at liberty.

A. Klipstein & Co. is a corporation organized under the laws of New Jersey with a capital stock of \$500,000. The company claimed that its capital stock was largely employed in foreign commerce and was therefore exempt from taxation. Six-sevenths of the company's business was the importation of and sale in unbroken packages of chemicals made in Europe.

It is not generally known that there are two associations of pharmacists in the United States bearing the name Kings County Pharmaceutical Society. The junior association is composed of the retail druggists of Seattle, Washington, which is the county seat of King County, while the original society is the well-known Brooklyn (N. Y.) association, of which Wm. Muir is so conspicuous a member.

The Court of Appeals has handed down an important decision in the case of A. Klipstein & Co. vs. James A. Roberts, State Comptroller. It has decided that a foreign corporation is taxable on its capital stock under the Corporation Tax law of this State if it transacts business in this State, although the business is in the nature of interstate traffic. The case will probably go to the United States Supreme Court for final determination.

At the meeting of the German Apothecaries' Society held on Thursday, June 20, Sidney Faber, whose term as a member of the State Board of Pharmacy had expired, was re-elected under the law giving the society the right to name one member of the board. There was considerable opposition to the choice of Faber, his opponent, George Kleinau, being supported by 34 members. Mr. Kleinau lacked 11 votes of the number to constitute a plurality and secure election.

The first annual outing of the Manhattan Pharmaceutical Association takes place to-morrow (Tuesday) at Donnelly's Pleasure Park, College Point, L. I. The Entertainment Committee, Bruno R. Dauscha, chairman, has arranged an excellent programme of sports, consisting of prize bowling and shooting and other athletic events, and a large attendance is looked for. Most of the members will leave New York on the 2 o'clock boat from the foot of East Ninety-ninth street.

The vacation period is fully on and many well-known members of the wholesale trade have betaken themselves to their summer homes. W. S. Mersereau left on the first approach of the hot wave and is spending his vacation in the mountains. H. McKesson Kirkland, of McKesson & Robbins, is seeking the cooling airs on the shores of Lake Erie and incidentally taking in the attractions at the Pan American Exposition. "Syd" Carragan, of Parke, Davis & Co., is taking the waters, etc., at Saratoga.

Who Knows This Organization?

For some time past certain firms advertising to the retail drug trade have been solicited to patronize the columns of an "official souvenir" of an alleged "Pharmaceutical Clerks' Beneficial Association of the United States."

With the memory of previous experiences with similar alleged associations still fresh in mind, most of those approached have refused to advertise. Others have sought information of the AMERICAN DRUGGIST regarding the standing of the alleged association.

Investigation falls to discover that such an organization exists, or that if it does that drug clerks are members of it. Those approached denied any knowledge of it. The canvasser is a man named A. C. Hannad, who signs as treasurer. He gives his address as No. 44 Stanton street. The latter is a tenement house and a man of the name given has boarded on

the first floor for several weeks. On the first visit of an AMERICAN DRUGGIST reporter Hannad was stated to be out, and nothing regarding himself or the association could be learned from those in the house. On the occasion of a second visit the canvasser of the "Pharmaceutical Clerks' Beneficial Association of the United States" was stated to have gone to Philadelphia.

The Fall of General Butt.

Brigadier-General McCoskry Butt, who was one of the most vigorous opponents of the military pharmacists of the National Guard in their efforts to secure commissioned rank, and who clearly indicated his attitude toward the pharmacists as a whole by stating that he would just as soon have a barber on his staff as a pharmacist, has been retired from active service and rendered supernumerary under an order issued on July 1 by the major-general commanding the National Guard of the State of New York. General Butt has been at odds with the commanding officer of the guard for some time, and according to the newspaper reports has succeeded in making himself quite unpopular among the guard. While, of course, it would be extremely reprehensible to do so, there are no doubt a number of pharmacists interested in the advancement of the status of the military pharmacist who will rejoice to learn of General Butt's discomfiture. Unfortunately his entire staff suffers with him, the reorganization order having placed all his brigade staff upon the supernumerary list. While the reason assigned for the reorganization is an effort to economize, it is generally understood that this reason is not the real one. It is reported that the retirement will be fought by General Butt and that an appeal will probably be made to the Governor, and possibly to the Legislature.

WESTERN NEW YORK.

Condition of Trade Throughout the State—General Improvement
Noted—Bottling Companies Consolidate—A New Department
Store Planned—Exposition Crowds Do Not Help the Drug
Trade—Cut Price Dealers Have Difficulties in Securing Supplies.

(From our Regular Correspondent.)

Buffalo, July 5.—A traveling man who knows the State pretty well sizes up the trade situation in the various larger cities out of the Metropolitan district in this way: As a rule druggists are doing fairly well. Nobody is making money very fast, and it sometimes happens that the dealer in a strictly small town is doing better than the average in the cities. The worst cut-up drug trade in the State appears to be in Binghamton. Trade is so demoralized there that it will take a long time to get it into any sort of shape, and there is no real start in that direction yet. Both Buffalo and Rochester are improving. Since the organization of the trade in Rochester last winter a noticeable improvement has been made. Syracuse is in fair shape. There are some cutters in Utica, but as a rule they do not advertise and are not very dangerous. There is also some cutting in Auburn. Troy is back to a schedule and is doing better. Albany also has a schedule and is comparatively safe. Elmira may be set down as somewhat uncertain, but hopeful.

BOTTLERS CONSOLIDATE.

The Vartray Water Company, of Buffalo, which is really a combination of water companies under the leadership of the Crystal Water Company, has taken a second step toward the consolidation of all the local companies, by buying the interests of nine of them. Of these, the Crystal Water Company, John Howell's Sons' Company and Jacob House & Sons will continue to run, but P. G. Stephan, F. X. Spitznagel, the Western Bottling Company, Thomas F. Maloney, the Hungerford Company and the Crown Bottling Company will be closed. George L. Williams is president of the new company, which has a capital of \$600,000. All sorts of soda and siphon waters, ginger ale and distilled table waters will be sold.

A DEPARTMENT STORE ON A NEW PLAN.

A promoter who is known as merely "a Syracuse lawyer" is getting up a department store in Buffalo on a novel plan. He announces that he has unlimited accommodations for merchants in whatever branch of trade they may occupy, and asks them to rent space of him in this great store. He has asked druggists to take space in this odd aggregation, but does not appear to be getting much encouragement.

NO MONEY IN EXPOSITION CROWDS.

There is a moderate crowd of out-of-town people in the city attending the exposition, but the impression that it was incomplete has gone out so far that the great crowd is not here yet. The druggists are somewhat puzzled over the situation, as the visitors sometimes come in in shoals and drink the soda-water fountain dry; then they will skip the place and it is as dull as a school house on Saturday. The visitors are noted for caprice. They are as suspicious as if they had just been kept for a week in a dive and then relieved of all their cash. The result is that their over-suspicion has done what it could to take them just where they least desired to go. They are so suspicious of the agencies that they wander about and put up at a third-rate place. The exposition is no longer open to the charge of incompleteness, and if the visitor who is not acquainted with the city would communicate with the press bureau on the grounds there would be no dissatisfaction over results. It does not look as though the druggist was going to get rich out of the visitors, for Buffalo is too healthy for that; but there is going to be a liberal amount of good things sold all the same, and the druggist is in line for his share.

ONLY ONE REGISTERED BY THE BOARD.

The Western Branch of the State Board of Pharmacy, at its last June meeting, broke the hearts of most of the candidates for licenses by rejecting eleven out of the twelve who took the examination. The only successful one was Mrs. Emma O. Barrett, of Ransomville. The members of the Board protest that the examination was not especially difficult, but it must have caught everybody where he was most shaky.

CUT PRICE DEALERS HAVE HARD SLEDDING.

The cut-price dealer is still doing what he can to make it pleasant for the drug trade, but is not as dangerous as he was at first and not half as dangerous as he set out to be. He manages to get some specialties to sell, but it is plainly very hard to keep stocked up, and the public is not helping him out very generally.

MASSACHUSETTS.

New Licensees of the State Board—Warning Against Bogus Checks—A Ph.G. Becomes Surgeon in the Navy—Only One Liquor License Issued in Fitchburg.

(From our Regular Correspondent.)

Boston, July 5.—During the month of June the Board of Registration in Pharmacy held six sessions for examination. Sixty candidates appeared and certificates were granted to the following:

Clarence W. Towse, Boston; William F. Plummer, Chelsea; Earl Gray Combs, Cambridge; Francis J. Smith, Lynn; Riberot Dutton, Wakefield; Edgar S. Vinal, Holyoke; Leon A. Luther, Lawrence; Alice W. Smith, Chicopee; Charlotte A. O'Donnell, Somerville; Clayton H. Stevens, Leominster; William H. Morrison, Holyoke; Clarence B. H. Harding, Boston; Eugene W. Lord, Boston; George P. Batchelder, Boston; Peter E. Doliber, Salem; William H. Herlihy, Salem, and Chester L. Goldsmith, Charlestown. There will be no more meetings until September.

WARNING AGAINST FRAUDULENT CHECKS.

Some one is making out worthless checks to which different names are signed and passing them in different parts of the country as being bona fide checks of the Potter Drug & Chemical Corporation, of Boston. These worthless checks have been signed with the name of "P. L. Turner," treasurer; "P. L. Trusses," treasurer, and "P. L. Tillman," treasurer. They have been passed in Bay City, Lansing and Detroit, Mich.; Milwaukee, Wis., and Freeport, Ill.

The only checks of the Potter Drug & Chemical Corporation which are valid are signed by "George R. White," the treasurer. The Potter Drug & Chemical Corporation wishes to warn the public that all checks not signed by Mr. White are worthless.

Alfred W. Balch, M.D., Ph.G., has recently passed the examination and has already received an appointment as surgeon in the navy. Dr. Balch was graduated from the M. C. P. in '94. He then studied medicine at the Harvard Medical School and obtained the degree of that institution. He served the M. C. P. for several years as instructor in analytical and organic chemistry, and later was appointed assistant professor in analytical and organic chemistry and instructor in bacteriology. Since graduating from the Harvard Medical School he has been assistant in pharmacology in that institution. It is

understood that Dr. Balch enters upon his new duties at once.

Fitchburg has about twenty druggists, but only one was licensed this year—Frank S. Stone. They all have certificates from the Board of Pharmacy, but efforts to get the Aldermen to grant licenses to the other druggists have failed every time by a tie vote. The situation was cleared up June 28, when Mr. Stone returned his license with thanks, and now the city has no licensed place of any sort.

The Connecticut Valley Druggists' Association met in Mt. Tom last week. W. W. Bartlet, Ph.G., was the guest of the organization. He gave a lecture on "Pharmacy Laws."

MASSACHUSETTS STATE ITEMS.

J. A. McKeon, of Medford, suffered a \$50 loss from fire July 1.

The class of '95, M. C. P., met at Arlington June 28. They then took a drive to Middlesex Falls. After a jollification these officers were elected: President, Lewis M. Hudson; vice-president, Patrick A. Dolan; secretary and treasurer, Herbert E. Bowman.

Several Bay State pharmacists are serving soda water from new Tufts fountains. This is the list: M. F. Sullivan, Fall River; E. Kastelbaum, New Bedford; H. B. Jacobs, Malden; E. L. Kingman, Cambridge; D. Koffman, New Bedford; Frank R. Johnson, Brockton, and J. A. Staples, Newton.

The following concerns were recently incorporated in Maine: Royal Worcester Extract Company, to manufacture flavoring extracts, grocers' and druggists' specialties; \$10,000 capital stock, \$2,500 paid in. President, William B. Braggart, Worcester; treasurer, Harry J. Woodward, Worcester. Certificate approved June 29, 1901. Zophen Company, manufacturing chemists, wholesale and retail druggists; \$10,000 capital stock. President, Z. W. Sturtevant, Lowell, Mass; treasurer, Frederick Conant, Lowell, Mass. Certificate approved June 28, 1901.

HUB CITY JOTTINGS.

Hugh R. Gray opened his Atlantic avenue store June 26.

The Romoc Co., Boylston street, dealers in mineral waters, recently purchased an elaborate Tufts fountain.

The following Hub druggists have just added Tufts fountains to their equipment: M. J. McAloon and J. P. Pierce.

Ralph W. Hoagland has obtained a temporary injunction in his suit and the case will now be tried on its merits. It is not causing the defendants any uneasiness.

J. Bergen Ogden, M.D., instructor in clinical chemistry at Harvard Medical School, has accepted a position at the Fraser Analytical Laboratory, New York City.

At the summer home of Mr. and Mrs. James N. North at Olifton, on June 27, their daughter, Miss Marion North, was married to Mr. Robert Kent James. It was an open air ceremony and was attended by about 400 guests. Mr. North is general manager and treasurer of the American Soda Fountain Co.

NEW ENGLAND ITEMS.

George W. Payne, of East Providence, has opened a new store. Mr. Payne is a recent purchaser of a Tufts fountain.

James W. Tufts, of Boston, recently received orders for new fountains from Hubbard & Durvage, Proctorville, Vt.; A. B. Preleg, Brooks, Me.; Frank Luce, New Vineyard, Me.; J. H. Franklingham, West Johnsport, Me.; C. J. Kimball, Derry, N. H., and Psomos & Polipy, Westerly, R. I.

The Maine Pharmaceutical Association meeting occurs in two editions this year. The first will be held in Portland on July 9 and will be a business session. Then the members will take a train to New Hampshire, and the meetings of July 10 and 11 will be held at the White Mountains.

Clay W. Holmes Buys the "Elmira Advertiser."

Clay W. Holmes, of Elmira, N. Y., very widely known to the druggists, both wholesale and retail, of this country as the former secretary of the New York State Pharmaceutical Association and manufacturer of Frostilla, has purchased the "Elmira Advertiser," of which paper he was at one time the business manager. In its issue of July 1 the "Elmira Advertiser" notes the change in the ownership and control of the newspaper, and a history of the newspaper, together with an account of the change in ownership, is given. Of the 650 shares of the Advertiser Association Mr. Holmes holds 608. At a meeting of the Board of Directors held on June 29 he was elected president and general manager.

PENNSYLVANIA.

An Ancient Landmark in Pharmacy to be Demolished—Historical Associations of the Old Glentworth Drug Store—Business Dull.

(From our Regular Correspondent.)

Philadelphia, July 5.—The old drug store at the northeast corner of Race and Darien streets, which has been in existence for ninety years, is to be demolished and a five-story building is to be erected in its stead. In 1811 Dr. George Glentworth bought the lot of ground and built the store, and the building has been kept in its original state without any material alteration since it was bought. In early days it was known as the country drug store, and was considered at that time a very handsome store. In 1812 Mr. Glentworth purchased a barrel of what was then called apple jack whiskey. It was used to fill the show bottles, so that they would not freeze in the winter time. These bottles are still in possession of the present owner, Mr. Flinn, and the whiskey is said to be in good condition.

The store fixtures, old bottles, antique ointment jars and pill jugs are still where they were kept in 1812. Hanging up in the store is a certificate issued to George Glentworth by the Philadelphia College of Apothecaries in 1821. This certificate is the only one in existence. It is signed by the president, Charles Marshall, Vice-Presidents William Lehman and Stephen North, and Secretary Daniel B. Smith. It is older than the Philadelphia College of Pharmacy of the present day. In the early days the sales at the soda water fountain before breakfast were worth \$15. There was made in the store an immense quantity of face powder. It was made in small tin mugs and was laid out on the roof of the building to dry. That was the only way to bleach and dry in those days.

In 1892 Dr. Glentworth gave the Philadelphia College of Pharmacy permission to build a fac-simile of two sections of the old store, which were placed in Professor Remington's lecture room. It is the intention of the present owner to donate to the College of Pharmacy much of his old drug store's fixtures in their original condition, with antique bottles, jars, scales and mortars which were in use at the time the store was established.

PHARMACOPŒIAL WORK RESUMED.

The work on the revision of the Pharmacopœia, which was given a bad set back by the death of the chairman of the revision committee, is now under way again under Professor Remington, of the Philadelphia College of Pharmacy, acting as chairman. The members of the committee have just received a big bundle of index proofs and the work will soon be fully under way again.

DRUG TRADE DULL.

During the past week there has been a considerable dropping off in the drug trade, orders from all over being smaller than they have been for a long time. This was due in a great measure to the extreme heat. Many of the wholesale houses in this city closed their offices and laboratories on July 2 and 3 considerably earlier than the usual time, as their employees in many places were unable to stand the severe heat. All the wholesale houses were closed on July 4, and George B. Evans, who controls several large retail drug stores in this city, also closed all his establishments. Mr. Evans was one of the first druggists in this city to observe the Sunday closing rule, and now none of his stores are kept open on that day.

A DRUGGIST BUYS A BLOCK IN DUBOIS.

The Vosburg Block and Vosburg Pharmacy, in Du Bois, Pa., have been sold to Chas. L. Hay and W. I. Hay, of that city, at a price close to \$25,000. The block is one of the finest commercial structures in Du Bois, and has been a stand for a drug business ever since it was occupied as a business site. In fact, it was the site of the first drug store ever opened in Du Bois, as we learn from the "Courier" of that city, which also prints the following particulars:

In the purchase the two parties named take the real estate, while the drug stock becomes the personal property of Chas. L. Hay, the druggist. Mr. Hay has been behind the drug counter in Du Bois for eighteen years, and has been interested as a proprietor for about fourteen years. During that time he has not only become one of the best known business men of the vicinity, but has held honorable position and place of distinction among the druggists of the State at large. His connection with the State Pharmaceutical Association has extended over a number of years, and in that time he has served three years on the Executive Committee and is now first vice-president

of the association; he has also served a number of years as chairman of the Committee on Trade-marks and Patents of the National Association of Retail Druggists. He will take personal charge of the new store, and L. S. Hay, Jr., a professional druggist, will conduct the business of the East Side store.

NORTH CAROLINA.

The Standard of the State Board of Pharmacy—Southern Ladies Engaged in Pharmacy News and Notes of the Tar-Heel State.

(From our Regular Correspondent.)

Raleigh, July 3.—North Carolina is fortunate in having a very capable Board of Pharmacy. The members are all men of long experience as practical druggists and are anxious to elevate the profession. The board will not recognize diplomas from the various colleges of pharmacy. Applicants must serve at least two years in drug stores and be able to undergo a rigid examination. Of course a graduate in pharmacy has, or ought to have, the advantage, but our board argues that mere theoretical knowledge is not a sufficient safeguard when life and health are at stake.

Two years ago the Board of Pharmacy fixed the average at 67. During the recent meeting at Winston the percentage was raised to 75. As that is considerably above former requirements, the student who is so fortunate as to get a license in this State hereafter will not experience any trouble in getting high grade positions in or out of the State.

The State Druggists' Association elected P. R. Williams, of Raleigh, an honorary member for life during the recent meeting. This graceful recognition of Mr. Williams' sterling qualities as a man and as a druggist is fully merited. He is one of the old timers, being about eighty years of age. He is still hale and hearty, though he retired from business several years ago. For more than 40 years he conducted a drug business in this city and was never absent from his store for a day. He enjoyed the confidence of a wide circle of friends. Two of his offshoots, a son and a grandson, are engaged in the drug business here at present.

Until recently it was unusual for Southern ladies to engage in business or professions, and, of course, the men had everything their own way. Times have changed. Two of the most popular and successful drug stores in this State are owned and conducted by three young ladies—sisters—the Misses Johnson. Two of them manage Johnsons' Pharmacy at Southern Pines and the other has full charge of Johnsons' Pharmacy at Aberdeen. Two of the sisters are licensed pharmacists.

The terrific fight between a "badger" and a ferocious bulldog during the meeting of the Druggists' Association at Winston was a side issue, but was thoroughly enjoyed by the visitors and many local citizens. About four hundred tickets were sold, so were about four hundred spectators. The manager experienced some difficulty in getting a volunteer to pull the "badger" out of his lair. Finally F. W. Hancock, of Oxford, offered himself as a sacrifice. There are carloads of fun in a badger fight.

STATE NEWS.

Dr. S. Hassell will soon open a new drug store at Scotland Neck. He will put in a \$4,000 stock.

The Richmond County Drug Co. is a new enterprise at Rockingham, with ample capital and experienced druggists in charge.

Rawley Galloway, manager of the Bobbitt-Wynne Drug Co. of this city, attended the marriage of his sister at Reidsville a few days ago.

R. S. Johnson, of Rockingham, has gone to Greensboro, where he will have a responsible position with the L. Richardson Drug Co., jobbers.

Nat Brandon, of the H. T. Hicks Co., Raleigh, attended the funeral of his father at Yanceyville recently. Mr. Brandon, Sr., died quite suddenly.

W. L. O'Connell, a popular druggist at Charlotte, has bought the drug store of Whitehurst & Co., of that city, and will conduct it in the future.

Sam Riddle has returned to Raleigh and has his old position at Robert Simpson's pharmacy. Sam was at Greenville, S. C., with Carpenter Bros. several months.

OHIO.

Interest in the Approaching Meeting at Dayton—Many Queen City Pharmacists Will be There—Elaborate Plans for Entertaining the Visitors.

(From our Regular Correspondent.)

Cincinnati, July 5.—Quite a delegation of Cincinnati druggists will travel to Dayton on the 16th inst., to be present at the opening of the annual convention of the Ohio State Pharmaceutical Association. In fact, the indications are that pharmacists in goodly numbers will invade the Gem City on July 16, 17 and 18. The Dayton druggists have left nothing undone to make this gathering a most memorable one, and some novel festivities will enliven the affair. Special hotel and railroad rates have been secured for delegates by the committee on entertainment, and a large attendance is desired. Some important matters are to come up for consideration and as good a representation of members as is possible is desired. It has been pretty broadly hinted that local associations have sucked the life blood out of the State organization. This should not be; a State association deserves to thrive, and should be fostered and encouraged for the purpose of being able to pass on matters of general importance. Local bodies are more interested in adjusting things to fit the condition of their immediate environment, and what might be termed a "taploc pudding" for one locality might prove a soggy and indigestible dumpling for another vicinity. Thus it can be seen that a State organization is an absolute necessity. Dayton is well fitted to entertain the visitors, and as the city is easy of access druggists should hie themselves to that thriving center of population and make merry for a trio of days. Members of the craft should not overlook this opportunity to meet and discuss matters of general importance, and at the same time promote a feeling of good fellowship. Many manufacturing and jobbing concerns will have fine displays at Dayton, and the convocation in every way promises to be a most notable one.

HEARD HERE AND THERE.

Soda water business is booming in this neck of the woods.

W. P. Robinson, a Batavia drug clerk, committed suicide the other day by taking bichloride of mercury. He was thirty-five years old.

Cincinnati retail druggists were trimmed by their wholesale brethren in a game of base ball at Bond Hill last Saturday. Score, 17 to 10.

N. Ashley Lloyd has returned from a fishing trip to Michigan. From all the stories that he tells he must have had good luck.

Will Wagner has returned to his local store after a short vacation spent in Indiana and elsewhere. His health is much improved.

Matthew M. Yorston, the popular Central avenue pharmacist, who was stricken with paralysis several months ago, is showing marked improvement.

W. P. Sandford, for many years in the employ of the Kohler Company, of Baltimore, is now looking after the advertising for Congressman Gooch.

Prof. Charles T. P. Fennel is busily at work preparing for the next term at the Cincinnati College of Pharmacy. This institution is growing rapidly.

Harry Streithorst, the well-known druggist, was assaulted by a lot of toughs in an over-the-Rhine resort the other evening and badly beaten up.

Louis Kusnick is able to be around again after a severe attack of typhoid pneumonia. His illness caused him to lose several pounds. He goes away shortly.

The many friends of Gus Bauer were pained to hear of the recent death of his aged mother. The deceased was widely known and highly respected.

After a brief visit to Cave Spring, Ga., his old home, Dr. J. H. Lake, the clever Wyoming druggist, is again back of the prescription desk. He had a pleasant visit to the South.

J. H. Messer, the clever druggist, who resides in a palatial home at 1068 Wesley avenue, is rejoicing over the recent arrival of a ten-pound girl baby. Mother and daughter are doing well.

ILLINOIS.

New District Organizations Supersede Ward Associations—Promise of Great Usefulness—Veteran Druggists Meet, Dine and Elect Officers—New Quarters for Drug Club.

(From our Regular Correspondent.)

Chicago, July 2.—The organization of the city of Chicago into auxiliary districts was perfected at a meeting of retail druggists at the Sherman House, June 28. The meeting was of the greatest importance, for the former ward plan of the Chicago Retail Druggists' Association was given up, and a new, and what is thought to be a more effective, idea was put into practice. This system is now being adopted by the N. A. R. D. in all large cities and hence is of interest to all druggists.

While the ward plan was in vogue and all druggists were called to meetings, it was found difficult to do business when the druggists got together, for there was a great deal of talk and often very little work was accomplished. In order to control the situation it was found necessary to devise a different method, for often in the same ward different conditions prevailed and it was not possible to make the same rules apply to all. The new plan, it is thought, obviates the defects of the old. After considerable deliberation it was deemed advisable to divide up the city arbitrarily, without regard to ward lines, throwing into each district the druggists who did business under similar trade conditions. Under this arrangement Chicago is divided into 23 auxiliary districts. The officials hired an organizer on a salary, who took the districts one at a time and organized them. Each of these districts is a component part of the National Association of Retail Druggists. Each month officers of these auxiliary districts meet the members of the Executive Committee of the C. R. D. A. and get into touch with the condition of affairs throughout the city. Local questions are discussed, and any friction that may arise is there adjusted. By this system every druggist in Chicago is kept in touch with the situation, and all work in harmony. This arrangement gives the necessary elasticity, which enables each auxiliary district to regulate its own affairs in accordance with local conditions, and at the same time gives a compact organization, controlled and looked after by a responsible central body. Only about twenty Chicago druggists are now outside of the organization, and they are for the most part isolated.

OFFICERS OF THE FIRST DISTRICT.

The first auxiliary district was organized June 25. This was the last of the auxiliary districts and perfects the organization in Chicago. These officers were elected for the first district: President, Walter H. Gale; vice-president, Walter H. Sempill; secretary, L. K. Waldron; treasurer, J. H. Wells. The auxiliary will also try to stop the sales of cocaine and morphine to "fiends."

OUTING OF THE VETERANS' ASSOCIATION.

The Veterans' Association had its annual outing June 21. T. N. Jamieson was the host. The association and its guests, numbering about 25 persons, took the Chicago & Northwestern train at 10.30 a. m. for Fort Sheridan, and arrived at 11. They were received by Father Vattman, who was assisted by Colonel Forbes and Major Irving. After taking the customary ride behind the four-in-hand of army mules and watching the driver flick flies off the leader's ear with his long whip, they reached the grounds and saw the officers' quarters and the fort. They halted in front of the officers' quarters, where refreshments, both solid and liquid, without the canteen, were served. After this the regular annual meeting took place. Several letters of regret were read, and then the president, J. S. Barclay, read his address, which was full of reminiscences of the 50's and so interesting to all present that the address was ordered published by the association. It will form part of the historical collection.

OFFICERS OF THE VETERANS.

After this officers were elected, as follows: President, Albert E. Ebert; vice-president, Henry Biroth; secretary, W. Bodemann; corresponding secretary, John Blocki; treasurer, T. N. Jamieson; historian, A. E. Ebert. Committee on Membership: William K. Forsyth, Henry Biroth, W. Bodemann.

The rain clouds having blown over, a stroll was taken around the grounds, which comprise 670 acres and contain many beautiful spots.

After this the party took the Milwaukee-Chicago electric cars for the Bismarck Garden, which was reached at 5 p. m.

There a bountiful repast was ready under a canopy. When full justice was done this dinner coffee and cigars were served and the speech making began. The toasts were: "Our Host, T. N. Jamieson," responded to by W. Bodemann; "The Veterans' Association," by T. N. Jamieson; "The Military," by General Charles FitzSimons; "The City of Chicago," by Commissioner of Public Works Blocki; "The Pharmaceutical Press," by George P. Engelhardt. By this time the orchestra had begun to play and stories were sandwiched between the musical numbers, taking the place of more speeches. Those who were present said the affair was one to be long remembered. Among the guests were General Charles FitzSimons, Colonel Fritz Sontag, Commissioner F. W. Blocki, Judge J. B. Bradwell, Albert B. Hunt, representing the wholesale drug trade, and George P. Engelhardt.

THE DRUG TRADE CLUB'S NEW QUARTERS.

Members of the Drug Trade Club are jubilant over their success in securing quarters at the Bismarck Cafe, famed among Chicago epicures for the rare quality of its cooking. In addition to having some of the best cooks in this city, the restaurant is in the heart of the drug district and within handy reach of all who are in the drug trade. The lease has been signed and the architect is now in charge of the rooms. Among other improvements a hard wood floor is to be put down. The rooms will be ready for the club by August 15, but the grand opening and smoker will not take place until September. From the comment made by the members it is evident that the new site pleases all so well that the club is certain to become very popular.

CHICAGO NOTES.

George R. Baker, proprietor of the Ashland Block Pharmacy, spent his vacation at Vicksburg, Miss.

Alda M. Ferris, of the San Diego Druggists' Association, was in Chicago recently. He was returning from the East.

C. H. McConnell, president of the Economical Drug Company, has given each of his salesmen two weeks' vacation with pay and a round trip ticket to the Pan-American Exposition.

H. W. Ludolph of Ludolph & Hill, druggists, of Clinton, Iowa, was in town to Derby, and picked the winner. He also called on and was entertained by his old friend Manager Hall, of the Murine Co.

Efforts are being made to have more postal sub-stations established in Chicago. The druggists say that Congress has made an appropriation for 200 of the sub-stations and that Chicago has got none of them.

Hugh W. Matthews, 5557 Franklin street, has an exceptional opportunity for any one wanting to buy a good drug store with new fixtures on a prominent corner with low rent. If desired, time payments can be arranged for.

News has reached Chicago of a desperate fight in Guys' drug store, in the heart of Seattle, in which one former Chicagoan killed another. The one that was killed was ex-Chief of Police W. L. Meredith and his slayer was John Considine.

There is much rejoicing among druggists in Chicago over the fact that the war tax has been lifted on many articles. The changes became effective July 1, and the daily papers printed complete lists of the things on which the tax has been lifted.

The question of sales of cocaine at drug stores, of which mention has been made in recent numbers of the AMERICAN DRUGGIST, has been taken up by the daily press, but nothing has been accomplished as yet. Secretary Wooten says that any druggist caught doing wrong in this regard will be expelled from the Chicago Association of Retail Druggists.

The recent election of the Drug Clerks' Association resulted in some important changes. The election resulted as follows: President, W. E. Kots; first vice-president, F. A. Nader; second vice-president, O. A. Kreml; third vice-president, J. C. Swan; fourth vice-president, A. Lofstrom; fifth vice-president, C. R. Sherman; secretary and treasurer, C. A. Ullman; assistant secretary, P. G. Stahlfield.

R. C. McDougall, of Peoria, is keeping abreast of the times by purchasing a \$7,000 set of fixtures and Twentieth Century Fountain, said by the manufacturer, the L. A. Becker Co., of Chicago, to be the finest in the State. L. B. Williamson, who established a store in Jacksonville, Ill., in 1867, has just invested \$4,000 in new white and gold fixtures and Twentieth Century Fountain. Certainly the drug business is not going into a decline in these towns in Illinois.

A. A. Tallman didn't like the way the slot machine worked that was in front of George Mayr's drug store at Washington and LaSalle streets and he undertook to relieve himself by smashing things. He kicked the machine against the window so hard that the glass cracked. He was arrested and agreed

to pay \$50 for the broken window. Rather expensive revenge for the loss of one cent, so the policemen who had him in charge remarked.

WESTERN NEWS NOTES.

F. S. Miller has succeeded D. B. Cook of Menden, Ill.

At Bussey, Iowa, Mich & Matthews have succeeded the Dunkle Drug Company.

The Coleman Drug Company has bought the store of Martin & Depue at Lawton, Mich.

At Abingdon, Ill., J. J. Cuther has purchased the store of J. J. Rowe.

C. W. Lockhart, of Mellen, Wis., has sold out to C. W. Tyler.

At Toledo, Iowa, Charles Benesch & Co. have succeeded C. D. Baker.

Riley & Brown have secured the business of Riley & Sher-maker at Ridgeway, Ill.

Mason Brothers have bought out Dehority & Howe at Elwood, Ind.

At LaSalle, Ill., W. L. Becker has sold his store to O. H. Elmel. The store is now known as the LaSalle Drug Company. Mr. Becker has management of the business.

At Fenville, Mich., a bank recently attached the one-half interest of Mrs. E. A. Andrews in the firm of E. A. Andrews & Co. An amount was due the bank because of Mrs. Andrews' indorsement of a note. Dr. Harold, her partner, claims to have sole control of the business and the matter is now in litigation.

Missouri Travelers' Association.

The Missouri Pharmaceutical Travelers' Association held their annual convention at Pertle Springs June 18 to 21, inclusive, in conjunction with the Missouri Pharmaceutical Association. They have been doing this for a great many years, and it adds very materially to the success of the meetings of both associations. The knights of the grip lay aside all regular business and sail in to give their old friends and customers a good time. There was the usual large attendance, and, as always before, they pronounced this the most successful meeting they had ever held.

They held their principal business meeting Wednesday afternoon and the most important transactions were the election of the following new officers: President, W. C. Johnson, St. Louis; first vice-president, J. B. Woods, Kansas City; second vice-president, F. V. Perry, Philadelphia; third vice-president, Earl Cook, St. Louis; secretary, Oscar H. Ott, Sedalia; treasurer, H. J. Stolle, St. Louis; chairman of Entertainment Committee, Michael Arendes, St. Louis.

Thursday was "Travelers' Day," and started out with a big parade around the streets of Warrensburg headed by the Sedalia Concert Band. This was followed by all kinds of contests, from a wheelbarrow race to a swimming contest. The Missouri Pharmaceutical Association adjourned in the afternoon to enjoy the sport furnished by the travelers. In the evening they treated all to a "Venetian Night." Their pyrotechnical display was simply grand. After this all who felt cool enough danced until a late hour.

The following is a list of the travelers present and the firms they represented:

J. S. Linthicum, Emerson Drug Co., Baltimore; W. C. Johnson and Wm. L. Meyer, Meyer Bros. Drug Co., St. Louis; H. J. Stalle, M. C. Arendes, Geo. Connelly and F. R. Scharlach, J. S. Merrell Drug Co., St. Louis; Ed. G. Orear, Mound City Paint Co., St. Louis; W. E. Leach, Mercantile Cigar Co., St. Louis; Geo. Bennett, National White Lead Co., St. Louis; J. W. Patterson, Sherwin-Williams Paint Co., Chicago; O. H. Ott, C. W. Thomas and J. G. Gadd, Moffitt-West Drug Co., St. Louis; C. C. Clark, J. F. Fox, C. E. Gordon, R. K. Thomas and F. E. Scott, Evans Smith Drug Co., Kansas City; P. S. Hubbard, Lazell, Dalley & Co., New York; E. P. McCollough, Colgate & Co., New York; L. G. Simmons, Seabury & Johnson, New Jersey; S. S. Burris, Chattanooga Medicine Co., St. Louis; A. P. Gano and F. J. Carter, the Searle & Hereth Co., Chicago; O. B. Dickinson and Wm. H. Lamont, Eli Lilly & Co., Indianapolis; Earl Cook, Johnson & Johnson, New Jersey; J. C. Fischer, A. M. Foster & Co., Chicago; C. W. Loomis, Peet Bros. Mfg. Co., Kansas City; Dr. J. B. Wood and J. P. Raymond, Parke, Davis & Co., Detroit; J. H. Baer, F. Stearns & Co., Detroit; H. D. Faxon and Geo. L. Parsons, Faxon, Horton & Gallagher, Kansas City; F. V. Perry, Hance Bros. & White, Philadelphia; H. C. Jeffers, Jno. Wyeth & Co., Philadelphia; J. P. Sorency, Campbell Paint & Glass Co., Kansas City; Will L. Meyer, St. Louis Granule Co., St. Louis.

THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.

John Paul Jones, the genial, witty and altogether irresistible angel of commerce of the house of Sharp & Dohme, Baltimore and New York, who is widely known to the druggists of New York State as "the man who pays the freight," and who signs himself "Yours without a struggle," gives his leisure moments to the study of mythology, and is at present engaged in the delightful occupation of analyzing the mysteries of the seventh muse.

Boston.—Rudolph Wirth has called upon the trade again for E. Fougere & Co., of New York.

Gen. N. W. Day was here a short time ago. He received many orders for Schieffelin & Co., of New York.

W. D. Shattuck represents Parker, Stearns & Sutton. He was in this town recently and did a good business.

T. M. Stewart knows all about thermometers. He travels for R. Hoehn & Co., of New York, and paid us a visit not long ago.

L. M. Sessions is a Fraser Triturate Co. knight. He sent many orders to the New York house while on his last trip.

Buffalo.—R. E. Service is with us again, looking after the interests of John M. Maris & Co., and not forgetting to put in a good word where it counts in the promotion of the State Association.

F. F. Marvin, who covers this territory for Colgate & Company and is one of the old guard generally, is in Buffalo this week, looking after business as usual.

J. S. Marvin, who manages to strike Buffalo on his brother's dates as often as possible, is also beginning the second half of the year in this city, selling the specialties of Seabury & Johnson.

D. Lindner, who is classed as an occasional visitor to the Buffalo drug trade, is doing the town now, taking care of the sponge trade of A. Isaacs & Co.

Another traveling man who does the city trade up so thoroughly when he calls that he does not need to come more than once or twice in a year is S. W. Lothrop, who carries Lubin's perfumes.

William Bodden, who has gone the Buffalo round and made his escape about the end of June, did not go till he had captured a goodly lot of business for the special food preparations of James P. Smith & Co.

G. M. Diamond, who has covered the Buffalo territory so long for Stallman & Fulton Co., began July with us and added liberally to his already long list of customers.

Justin Keith, with the world as his trade-mark and an ambition to match, spent the last week of June in Buffalo, selling materia medica for J. L. Hopkins & Co.

F. P. Hinkston is spending considerable time here just now, selling the specialties of the Bruen-Ritchie Company and doing the Pan-American Exposition on the 4th, not forgetting to share the holiday with his wife.

Philadelphia.—Fred. A. Fenno, who so ably represents Wallace & Co. of New York, has departed on his annual cruise along the Jersey coast. He will be absent about six weeks.

Rudolph Wirth says Fougere & Co. are extremely busy shipping goods all over the country. The druggists have been waiting for the repeal of the stamp tax law and are now stocking up.

Henry C. Blair, Eighth and Walnut streets, has W. S. Creighton on the street taking orders for Junket tablets.

Raleigh, N. C.—Jack Pryor, one of Sharpe & Dohme's invincibles, spent a short time in Raleigh last week.

L. S. Young, who gets many large orders for Powers-Taylor Drug Co., Richmond, was among the trade a few days ago.

E. W. Patterson, of Purcell, Ladd & Co., Richmond, was here and booked some orders.

Marcus Crocker, representative of "Capudine" for the Henry T. Hicks Co., of Raleigh, left for Virginia points yesterday. Mr. Crocker has had phenomenal success on the road in placing this headache remedy.

Tom Maddux, of McKesson & Robbins, has been looking after Raleigh trade.

Cincinnati.—The recent hot weather has kept many traveling men off the road.

J. D. Rossiter, the clever representative of Powers & Weightman, was a recent visitor to Cincinnati.

Dr. John F. Haynes, one of the hustlers with Schieffelin & Co., will be here soon on his annual vacation.

Col. Max Fuchs, the wide-awake manager of the sponge and chamois department of the Stein, Vogeler Company, is in the West taking orders.

W. J. Le Moin, the popular Ohio representative of the Ames-Bonner Company, of Toledo, was here this week taking orders for druggists' sundries.

Edward Kraut, who for years clerked for E. W. Gray, is now taking orders for Barrett & Co., of Chicago, dealers in vanilla beans and kindred goods.

Robert West, the well-known salesman for Hale, Justis & Co., is spending his annual vacation with relatives and friends at Brookville, Ind.

F. B. Wright, the clever commercial tourist who calls on the local drug trade in the interest of the American Hard Rubber Co., was here this week.

Chicago.—J. Addison Bowne, of the firm of Martin & Bowne Co., United States agents for Dehamme-Delettres tooth brushes, was with us July 1. He works the jobbing houses and said his trip had been very productive.

Charles L. Gleeson, of the importing department of Parke, Davis & Co., was married in this city June 20, at the Holy Name Cathedral, to Miss Jean B. Sargent. Mr. Gleeson has a host of friends in the large cities between Boston and Denver who will extend him the glad hand and best wishes. He has always been a "social lion" with the fair sex, and was entertained in the homes of the best families.

O. T. Eastman, secretary of the Searle & Hereth Co., is spending his vacation at Lake Maxinkuckee, Ind., with his family, golf clubs and fishing tackle.

E. H. Brown, the Pacific Coast representative for Johnson & Johnson, and Vernon Waldron, representing Lundborg perfumes, who has headquarters in San Francisco, were in this city on their way to New York. G. W. St. Clair, the Chicago manager for the two J's, entertained them at his residence and invited in some friends to play the national game. It is reported that the Pacific Coast came out second best.

Among the victims of the recent spell of extreme heat has been J. F. Matthes, Western manager for the Whitall-Tatum Company. Mr. Matthes has not been in good health recently and when the heat grew so intense he was not in condition to stand the strain. In case his condition warrants it he will soon go East, but at present the matter is uncertain. Mr. Matthes has hosts of warm personal friends among those with whom he is thrown into contact in business, and his condition is greatly regretted by all.

W. F. Egler, formerly editor of the Drug Clerks' Journal, is now cigar salesman for Lord, Owen & Co.

N. H. Nelson, formerly of Sioux City, has been assigned to the Work of covering South Dakota and Northwestern Iowa for Morrisson, Plummer & Co.

Virginia Board of Pharmacy.

The Virginia State Board of Pharmacy met at Winston-Salem on June 21 and announced the following successful candidates for registration: J. Elbridge, Benson B. L. Cole, W. F. Wilson, Jr., W. W. Kidd, T. N. Edwards, Charlotte; J. E. F. Hicks, Goldsboro; H. H. Eubank, Hendersonville; W. F. Moody, Asheville; W. D. Patterson, Chapel Hill; M. C. Singletary, Iona; J. E. Saintssing, Washington; C. W. Simpson, Monroe; L. D. Allison, Brevard; F. L. Carpenter, Stauley; J. B. Wattson, Olive; E. L. Tarkington, Raleigh; M. M. Pendleton, Warrenton; W. L. Phifer, Morganton; A. J. Ashford, Kinston; J. N. Thigpen, C. R. Thoas, Thomasville; R. M. Brame, Winston; J. M. Whelless, Spring Hope; L. L. Shoop, Salisbury; W. E. Bevans, Enfield.

There were thirty-three applicants, of whom twenty-six passed and seven failed. One of the latter was colored.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, July 6, 1901.

THE market for drugs and chemicals continues seasonably quiet and large transactions are the exception, and the rule of jobbing quantities is pretty generally followed out by the various buyers. The bulk of the price changes since our last have been unimportant, though a sharp decline in the price of citric acid attracted a good deal of attention. Domestic manufacturers announced a decline on the 1st inst. of 2c per pound, which was immediately met by the agents of Sicilian manufacturers by a decline of 3c per pound. There is a protective tariff duty of 6c per pound on citric acid, which should still enable domestic manufacturers to meet foreign competition. The situation in opium remains practically unchanged. The market continues to harden abroad, but there is no special activity in the local market, though prices are well sustained at the advance noted in our last. The inside price for cases remains at \$3.22½, but some holders insist on \$3.25 and decline to shade this figure. The depreciation in value of silver bullion is reflected in revised quotations for silver nitrate, which are a half cent lower. Other price fluctuations are noted below:

HIGHER.

Opium,
Oil pennyroyal,
Oil wintergreen,
Damiana leaves,
Tonka beans, Surinam,
Oil sassafras,
Oil peppermint,
Linseed oil.

LOWER.

Morphine,
Silver nitrate,
Citric acid,
Citrate salts,
Oil sweet almonds,
Castor oil,
Red rose leaves,
Yellow potassium prussiate,
Caraway seed,
Mustard seed,
Poppy seed,
Golden seal root,
Saffron, Valencia,
Camphor,
Coumarin,
Terpin hydrate,
Thymol.

DRUGS.

Alcohol is without important change. There is a steady outlet into channels of consumption at the established range of prices—\$2.45 to \$2.47, as to quantity for grain, and 80c for 95 per cent. wood, but no large transactions have come to the surface.

Balsams.—Prices are steady on most varieties in the absence of any pressure to realize, but the demand is confined to small jobbing lots. The quotations on Peru have been advanced in sympathy with the improved condition of the market abroad, and while \$1.35 to \$1.40 is yet named, most holders decline to shade the outside figure. Copaiba is inquired for to a limited extent only, and the sales have been at previous prices.

Barks.—Cascara sagrada is held with increased firmness owing to lessened supply, but sales are making at the previous range of 5c to 7c, as to age and quantity. Crushed soap appears steady, and supplies are passing out freely on contract orders, with the range of values well sustained at 5c to 5½c. Elm continues to find sale in a jobbing way at 5c to 11c, as to quality. Sassafras is well sustained at 6½c to 10c, though the demand is not particularly active.

Buchu leaves, long, have been in good demand, and recent jobbing sales were at 75c, and holders offer with some reserve.

Short are meeting with fair inquiry and values are sustained at 34c to 36c.

Cacao butter has remained quiet, but the market is steady and values are held firmly in anticipation of higher prices. While 37½c would probably buy, 38c is generally named as inside for bulk.

Cantharides is in seasonably light demand, but stocks are somewhat concentrated and quotations are steadily maintained at the range of 63c to 65c, and 58c to 60c for Russian and Chinese respectively.

Cassia buds remain quiet, but values are well sustained on the basis of 23c to 24c, as to quality and quantity.

Castor oil is fractionally lower, the inside quotation for No. 1 in bbls. being now 11½c, while cases are quoted 12c.

Chamomile flowers are in good demand, with new German held at 18c and Roman quoted at 21c to 25c, as to quality and quantity.

Coca leaves are without new feature of interest, either as regards price or demand. Prime Truxillo continues to offer at 27c to 28c and Huanuco 34c to 36c.

Cocaine is maintained in firm position, in sympathy with the raw material and we hear of no sales under manufacturers' quotations—\$6 to \$6.20 for bulk, as to quantity.

Codeine is neglected at the moment, the season for its heaviest use being over, but manufacturers' prices are maintained at the previous range of \$4.20 to \$4.40 for bulk, as to quantity.

Colocynth apples are reported quiet by most of the trade, but values continue firm at the range of 36c to 42c for Trieste, ordinary; 43c to 45c for selected, and 15c to 16c for Spanish.

Coumarin is offered more freely and values are less firm under the influence of active competition; \$4.50 and upward is named, as to quantity and seller.

Cuttlefish bone continues in moderate jobbing demand at unchanged values, or say 21c to 23c for prime Trieste, 80c to 85c for jewelers' large and 40c to 42c for small.

Damiana leaves have sold more freely since our last and the tone of the market is firmer, though sales are making at the previous range of 9c to 10c, as to quality and quantity.

Grains of paradise are firmer, in sympathy with the improved position of the article abroad, and recent jobbing sales were at 25c.

Manna has shown no action during the interval, and the limited jobbing demand is being supplied at the range of \$1.20 to \$1.25 for large flake, 60c to 62c for small flake and 40c to 42c for prime sorts.

Menthol is quiet and stock to arrive is offered at \$3.50.

Morphine was reduced by domestic manufacturers 10c per oz. on June 25. The revised quotations are \$1.75 to \$1.90 for bulk. The decline is attributed to active competition among manufacturers.

Opium has continued to gather strength in the face of adverse crop reports and improved demand. Leading dealers have raised their quotations to the basis of \$3.25 for cases, though a few holders appear willing to accept a shade less, say \$3.22½, but nothing is obtainable under this. Powdered is firmly held at \$4.20 to \$4.30.

Quinine is dull and neglected, but manufacturers are maintaining prices with some show of firmness at the established range of 34c for domestic bulk and 32½c to 33c for German. Java is likewise unchanged at 31c to 33c.

Rose leaves, red, are weaker and 90c to 95c would now be accepted.

Saffron, Valencia, is lower, in sympathy with foreign advances, and sales are now making at \$6.25 to \$6.50, as to quantity and holder.

Terpin hydrate is less actively inquired for, as usual during the summer months, and holders offer more freely at 40c., a figure which could probably be shaded on a firm quantity bid.

Thymol is lower, under the influence of increasing supplies and lessened demand, and recent sales were at \$3.

Tonca beans are in improved position, owing to limited supplies, and crystallized Surinam have advanced to 50c to 52½c. Angostura are selling in a jobbing way at 75c to 80c, while Para are held at 30c to 33c.

Vanilla beans, Tahiti, are temporarily scarce and higher on the spot, being held at \$2.10. Other varieties are without change of interest, whole Mexican being held and jobbing fairly at \$9 to \$12.50; prime cut, \$7.50, and Bourbon, \$4.75 to \$7.50.

Wax, paraffin, refined, has declined a half cent, but the demand continues light.

CHEMICALS.

Acetanilid is slow of sale, but manufacturers' quotations are firmly maintained on the basis of 21c for single barrels.

Acetate of lime is moving out in fair volume into channels of consumption at manufacturers' quotations, or say \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Alum continues to find sale in moderate quantities at \$1.75 to \$1.90 for lump, \$1.85 to \$2 for ground and \$3.00 to \$4.00 for powdered.

Arsenic, white, continues dull, but steady, leading descriptions being maintained at 3¼c to 4c, as to quality and quantity. Red is dull and featureless at the previous range.

Carbolic acid is in moderate, seasonable demand, and held by manufacturers' agents at 23c to 24c for crystals in bulk and 28c to 29c in pound bottles.

Citric acid has declined under the influence of foreign competition, and domestic manufacturers have notified the trade that they are now offering at 37c per pound in barrels and 37½c in kegs, a reduction of 2c per pound. Importers of Sicilian acid have met the action of domestic makers by a reduction of 3c per pound in their price, making a quotation of 36c to 36½c. Powdered is quoted 1c higher than crystals.

Copperas is offered more freely, though previous prices are quoted steady, the sales being at 36½c to 60c.

Nitrate of silver has declined to 40c to 41½c, as to quantity, a reduction of ½c per ounce.

Oxalic acid remains steady in price, with a moderate demand experienced. The sales have been at 5¼c to 6c.

Potassium prussiate, yellow, now offers at 13¼c to 14¼c, and the market shows a weaker appearance.

Quicksilver is without important change. The jobbing demand continues good and quotations are 66½c to 67c.

Sal ammoniac is selling quite freely within the range of 8¼c to 9c for lump, as to quantity.

Tartaric acid continues to find sale in moderate quantities, and manufacturers' prices are unchanged at 29c to 29½c for powdered and 28½c to 29c for crystals.

ESSENTIAL OILS.

Almond, sweet, continues dull and the market is easier in tone, with some holders offering at a decline of 2c, and the general quotation now 48c to 50c for true.

Cajeput continues quiet, but in view of the small stock and firmer advices from foreign markets some holders have advanced quotations to 55c to 57½c.

Cedar, pure, is in better supply and holders are more free to offer at our quotations.

Citronella continues quiet, but prices are fairly well maintained on the basis of 19c to 20c in drums and 21c to 22c in cans.

Lemon, Orange and other Messina essences are without special change.

Pennyroyal has advanced, influenced by prevailing scarcity. Quotations are now \$1.25 to \$1.35.

Peppermint is characterized by continued firmness and we hear of nothing offering under our quotations, or say, \$1.25 to \$1.40 for pure in bulk; H. G. H. quoted \$1.50.

Wintergreen has moved into stronger position, artificial having been advanced 5c, with the range now 50c to 55c.

GUMS.

Aloes has sold in a hand-to-mouth way only, but the market is steady and recent sales were at 4c to 4½c for Curacao, 6c to 6½c for Cape, and 16c to 24c for Socotrine.

Arabic is passing out quite freely in small lots to the trade, and the market is well sustained at previous prices.

Asafetida continues to find sale in a jobbing way within the range of 30c to 35c, as to quantity.

Camphor is pressing for sale from second hands, who have reduced their quotations to 59½c and 60c for barrels and cases respectively; manufacturers continue to quote 60½c to 61c.

Senegal is meeting with a good consumptive order trade at unchanged prices, or, say, 15c to 24c for picked, 13c to 14c for sorts and 8½c to 14c for siftings.

Tragacanth appears well sustained, and a fair business is passing at the range of 65c to 75c for Aleppo, 50c to 60c for seconds, 75c to 85c for first Turkey, 50c to 55c for seconds and 40c to 45c for thirds.

ROOTS.

Only a light jobbing business is being done in the various lines of druggists' roots, and prices are generally steady at the quotations. Golden seal has declined, owing to freer offerings from primary sources, and sales of prime old are reported at 48c, while fresh dug offers at 40c. Mexican sarsaparilla has an upward tendency, and the inside quotation is now 7c. Western Senega is easier, at 31c to 32c. Serpentaria is weak and lower in the face of expected early arrivals of new crop, and 27c to 30c is now quoted, though less might be accepted.

SEEDS.

Business in the general line of druggists' seeds is restricted to retail lots, but as there is no particular pressure to realize the tone of the market remains steady. Dutch caraway is easier, owing to the near approach of the new crop, and 5¼c to 6c was quoted at the close. Canary is neglected, and quotations have receded to 2¼c to 2½c for Sicily. Smyrna is lower, at 2¼c to 2½c. Coriander, unbleached, is firmer, owing to scarcity, and spot prices have been advanced to 3¼c to 3½c; bleached is quotably unchanged.

Ointment Jar Makers Unite.

At a meeting of the ointment jar manufacturers of the country, held at Pittsburg June 27, a national organization was formed for the purpose of preventing price cutting and maintaining uniform rates. A committee was appointed to meet the Executive Committee of the Glass Association and arrange for co-operation. In the combine are all the principal plants of the country.

Mr. Holliday in California.

The San Francisco and Pacific Druggist for June announces the advent of Frank E. Holliday, Chairman of the Executive Committee of the N. A. R. D., on the Pacific Coast. Mr. Holliday visits the Coast on account of the lamentable condition of affairs which exists among the retail drug trade, and will attempt to regulate prices to the satisfaction of all concerned. We trust he will be eminently successful in bringing the aggressive cutting element to terms.

During the summer the Abbott Alkaloidal Company is advertising its remedies for cholera infantum and other summer diseases with the bold assertion that with these agents properly applied there is no need for a solitary infant's death from these maladies. Is it not worth while to look into the matter and see what is the foundation for such faith?

The Maryland College of Pharmacy, of Baltimore, confers the degree of doctor of pharmacy at the end of two terms of thirty-two weeks each. The curriculum has been revised in accordance with the latest developments in pharmaceutical teaching, and embraces extensive laboratory practice, a comprehensive course of lectures, and thorough dispensing and commercial training. A catalogue will be forwarded upon request by the secretary, Charles H. Ware, 1930 Madison avenue, Baltimore.

The Matthews soda fountain apparatus is recognized as being one of the best on the market, and druggists who contemplate putting in new apparatus should certainly see the Matthews catalogue before placing their orders. A copy can be obtained by addressing the American Soda Fountain Company, New York City. When writing kindly mention the AMERICAN DRUGGIST.

PRELIMINARY REPORT OF THE NEW YORK STATE BOARD OF PHARMACY.¹

By ROBERT K. SMITHER, PRESIDENT.

Subdivision 2 of Section 192 of the All-State Pharmacy Law requires the Board of Pharmacy to "render annually to the Governor and to the State Pharmaceutical Association a report of its proceedings, including receipts and disbursements, during the preceding year."

As this report will not be made until January, 1902, and will not, in all probability, be considered by the association until its annual meeting of that year, the board has decided to inaugurate the practice of making a special report to your body at the time of your annual convention, which, although less formal and statistical than the regular report, may be of interest to the pharmacists and druggists of the State.

ORGANIZATION.

Although the legal organization of the Board of Pharmacy did not take place until January 7, ultimo, it was apparent that unless much of the preparatory work were done before that time great confusion and delay would result in the initial enforcement of the law at the beginning of the year. Accordingly, the members of the board held informal meetings, beginning as early as June, 1900, for the purpose of sketching out the work, drafting by-laws, rules and regulations, securing necessary lithographing and printing and taking steps to inform all persons within the State interested in or affected by the law as to its exact provisions.

CO OPERATION OF PHARMACISTS AND DRUGGISTS DESIRED.

The board has undertaken its work, hopeful of the co-operation of a large majority of our profession in its task of elevating by gradual and progressive steps the practice of pharmacy in the Empire State to a standard worthy of the commonwealth, and it has not been its purpose to exercise the large powers vested in it in a radical or drastic manner.

PRACTICAL EXAMINATIONS

In mapping out the policy for examinations the board has endeavored to submit tests of the most practical nature. The examinations have been divided under four heads:

1. Materia Medica and Botany, including Pharmacognosy.
2. Pharmaceutical Chemistry.
3. Practical Pharmacy, including operative work at the prescription case.
4. Toxicology, including Posology.

In the first mentioned subject 50 per cent. of the examination consists of the recognition of pharmacopœial crude drugs and questions concerning the same.

In the second, recognition of pharmacopœial galenicals, and questions concerning the same constitute 40 per cent. of the examination.

In the third, practical work at the prescription case constitutes 50 per cent. of the examination.

In the fourth, Toxicology is allotted 60 per cent., and Posology 40 per cent. of the whole.

During the five months ending May 31, 1901, 324 apprentices have been registered; 625 pharmacists' and 7 druggists' licenses have been granted in exchange for licenses of former boards of this State; 296 examinations for the grade of pharmacist have been held, of which 110, or 37 per cent., were successful, and 68 examinations for the grade of druggist, of which 15, or 22 per cent., were successful. It may be of interest to state that in examinations for the pharmacists' grade of candidates who were graduates in pharmacy about 70 per cent. were passed, as compared with 40 per cent. of those not having that advantage.

ALLOWANCE OF COLLEGE TIME.

In the former boards of pharmacy of this State, as well as in the boards of pharmacy of other States, there has been considerable difference of opinion as to the propriety of crediting students with time served at pharmaceutical colleges in computing their experience. After giving the matter due consideration the board has decided that the equipment for practical work in the colleges of Albany, Buffalo, Brooklyn and New York is such as to warrant the acceptance of actual time spent therein as equivalent to the same period spent in a pharmacy.

¹ Presented at the annual meeting of the New York State Pharmaceutical Association in Buffalo, June 6.

ADULTERATION AND SUBSTITUTION OF DRUGS.

The law requires all pharmacopœial preparations sold in the pharmacies and drug stores of this State to conform to the standard and tests prescribed in the latest edition of the U. S. Pharmacopœia, and has placed upon the Board of Pharmacy the duty of enforcing this requirement, thus opening to it a broad and very important field of work.

The board has started out with the assumption that the average druggist or pharmacist is desirous of having his drugs and galenical preparations fully up to the standard, and that whenever it is demonstrated that he is handling an inferior quality he will gladly remedy the defect; and further, that among those who have knowingly handled an inferior article are not a few who, weakly surrendering to a spirit of commercialism, have felt constrained to depreciate the quality of their goods in order to meet competition, and who would be more than willing to elevate their standard to that required by the Pharmacopœia if satisfied that their competitors would be compelled to do likewise.

We have begun the systematic collection and assaying of samples in a friendly spirit, our inspectors on their first tour making no secret of the fact that the samples purchased are for examination, that it is the purpose of the board to warn the dealer in cases where the samples prove to be below the standard, but not to prosecute upon the evidence thus obtained.

If, however, a subsequent inspection should reveal an intentional and persistent disregard of the standard the board will consider it its duty to prosecute the offender.

An illustration of the necessity for official supervision over the standard of pharmacopœial preparations sold is furnished by a review of a report received within the past week from a professional chemist, giving the result of his assay of a batch of samples submitted to him.

Forty-three samples of the tincture of Iodine were assayed, the U. S. P. standard for which requires approximately 7 per cent. of free Iodine. They showed a strength varying from 1.42 to 7.28; 41 were below the U. S. P. standard. The lowest in the scale, a little more than one-fifth pharmacopœial strength, was made of wood alcohol as a solvent. Whatever may be said of some of the other samples, the most charitable comment upon the vendor of this one is that gross fraud was intended. One sample purchased as tincture of Iodine turned out to be fluid extract of wild cherry bark, an inexcusable blunder on the part of the seller.

Assays of 30 samples of tincture of opium were contained in the same report. The pharmacopœial standard for this requires 1.3 to 1.5 per cent. of morphine. The samples submitted showed a variation in strength ranging from 0.35 to 1.6, the lowest being one-quarter the U. S. P. strength and the highest slightly above it. Of the 30 samples, only 6 were up to the minimum standard of the Pharmacopœia, and but one sample slightly exceeded the maximum. The average strength of the 30 samples was 1.05, but this average was largely produced by 8 specimens, which were below one-half U. S. P. strength.

That so important a preparation as tincture of opium should be sold of such inferior quality is a scandal to our profession and a gross injustice and menace to the public.

ANNUAL REGISTRATION.

Up to June 1, 1901, 3,545 pharmacies and drug stores have been registered.

The annual registration of stores must prove of great assistance to the Board of Pharmacy, not only in providing funds necessary for the proper prosecution of its work, but also in furnishing annually such information as to the conduct of the several stores throughout the State as could only be gleaned by inspectors at large expense. In fact, it would be impossible to secure a thorough enforcement of the law throughout the rural districts of the State without this feature.

Among the facts revealed by this process was shown that many drug stores and pharmacies are being conducted in a slipshod way, which is alike discreditable to the profession and unfair to competitors who observe the law and maintain the standard. Pharmacies have been conducted for years without any licensed pharmacist or assistant employed therein, or in any way connected therewith, with Pharmacopœias thirty to forty years old, or without any Pharmacopœia at all; prescriptions have been dispensed without any adequate accessories, such as scales, weights and measures; the classification of poisons in stock that ordinary prudence would dictate, and the labeling and registration of their sales required by law, flagrantly disregarded.

Numerous amendments to the Pharmacy Law were offered during the last session of the Legislature, and all of them were opposed by this board. Amongst these was one by Senator Thornton, and which nearly became a law, the object of which was to abolish the annual registration of drug stores. The preservation of this feature of the law appeared so impor-

tant to the board that it not only appeared before the Legislative committees in opposition to the amendment, but also corresponded with numerous Representatives in Senate and Assembly in regard to it, and issued a circular to all of the members of the State Association urging their co-operation in the defeat of the measure.

FINANCIAL

As the board has been in existence but five months up to this date, and as the receipts for the first four or five months of the year will greatly exceed those of the rest of that period by reason of the payment of the annual store registration dues and the applications for examination of members of the graduating classes of the pharmaceutical colleges, it is impossible at this time to do more than roughly estimate the volume of the annual receipts and disbursements of the several branches of the board.

While the aggregate income of all the branches will probably amount to a considerable sum, the work of the board has been greatly broadened and extended. For obvious reasons the expense of postage, lithographing, printing and stationery for the first year is very large, and in addition to this the apparatus and material necessary for practical examinations constitute an important item. Five inspectors are employed in different parts of the State, and the analysis and assay of drugs is a new and considerable item of cost.

It is apparent that for the first year, at least, the revenue of the Western and Middle sections will fall short of the amount that could be advantageously spent therein in the administration of the law.

BY LAWS, RULES AND REGULATIONS.

We herewith submit the by-laws, rules and regulations adopted by the Board of Pharmacy, and which constitute an important supplement of the law. As it is necessary that the pharmacists and druggists of the State should be acquainted with the provisions of a number of these, and as one of the best avenues through which those individuals can be reached would be through the annual report of the New York State Pharmaceutical Association, it would be desirable that an excerpt from the same be published and circulated along with the minutes of the convention of your body.

At the same time it would be unfair in so doing to add to the financial burdens of the association. In the judgment of the board this publication as outlined, as well as that of the annual reports of the board with the proceedings of the N. Y. S. P. A., would be a proper charge on the funds of the board. We therefore recommend that a special committee be appointed by the association at this session to confer with the board and arrange for such publication.

Profitable Advertising.

A fine type of profitable advertising is that furnished by the insert of the Liquid Carbonic Acid Manufacturing Company which appears in this number, for this advertising not only pays them, but pays those who read it, provided they take advantage of the suggestions there contained. The "Liquid Fruits" made by this company are a special product and intended for the use of those who cater to a critical class of patrons. The "Grape Kola" made by this concern, and drunk by discriminating soda water drinkers the world round, has proven a great trade getter wherever introduced at the fountain. The handsome design shown on the second page of the "Liquid" insert in this issue will probably be reproduced in a form suitable for window display, and any one who is interested in securing a quick seller and the means of selling it should

write to the Liquid Carbonic Acid Manufacturing Company, Chicago, Ill., for full details regarding "Grape Kola" and the "Grape Kola" advertising matter. This is a drink which is relished alike by the brawny Scot and the tiny tot, both of whom appear in the group of "Grape Kola" drinkers.

A Good Seller.

The druggists who have handled the D. D. D. remedy for eczema and skin diseases are loud in their praises of it as a good seller. They state that the claims which are put forward by the manufacturers as to its curative powers are fully sub-

stantiated by experience, and that the preparation is one which, having once been used, is ordered again and again. For full particulars regarding this remedy and the very liberal terms on which it is offered to the drug trade our readers should address the D. D. D. Company, 74 Dearborn street, Chicago, Ill., mentioning the AMERICAN DRUGGIST.

HINTS TO BUYERS.

Fine prescription corks is the specialty of the old house of Justus Brauer & Son, 248 North Front street, Philadelphia. They guarantee best market prices, high grade goods and absolutely full count.

Do you need labels? Are you thinking of a handsome calendar or series of pretty easel cards for 1902? Why not find out what's best and latest? Send 10 cents in postage for samples to E. B. Read & Son, Baltimore, Md., and say where you saw notice.

Perfection in corks! It seems simple, and yet corks that give no satisfaction are apt to lose you many a customer. In quality, quantity and quick shipments, when it comes to prescription corks, the Conestoga Cork Works, of Lancaster, Pa., guarantee to give satisfaction.

The main thing to remember in connection with Cystogen is that it is claimed to destroy bacteria in the genito-urinary tract, and that a demand has been created by the liberal advertising in medical journals. Write to the Cystogen Chemical Co., St. Louis, Mo., and mention where you saw this notice.

So greatly have the department stores encroached upon legitimate trades that it is a wholesome relief to find a store like that of Hearn, in West Fourteenth street, New York, which makes a feature of announcing that it handles neither drugs, liquors nor groceries, but that it does have for sale everything in dry goods.

Pamphlets of all of the various seasonable specialties made by Schieffelin & Co., of New York, are to be had on application. Three that are meeting with much success are elixir of heroin, elixir of heroin with terpin hydrate, and elixir of iron and manganese peptonates with arsenic. Mention this paper and specify "Schieffelin's."

Of the various specialties that the up-to-date druggist should be sure to carry in stock the horseshoe air cushion, manufactured by the Davol Rubber Co., Providence, R. I., and supplied to the trade by Meinecke & Co., 257 Greenwich street, New York, has a prominent place. When you write for circular mention the AMERICAN DRUGGIST.

Lanikol is the name of an ideal ointment for skin diseases which is put upon the market by the Cook Chemical Co., sole proprietors, of Milwaukee, Wis. In order to create the demand which they claim is sure to come from trial, the company offers to send samples for your physicians direct, free of charge. Mention this paper.

The way in which manufacturing pharmacists have taken up Lion D'Or Spirit is substantiation of the claims made by the distillers—namely, that at every practical point the Spirit was the equal of the finest grain alcohol. Any one who is not familiar with the article may obtain a sample by addressing the Commonwealth Mfg. Co., Everett, Mass.

Are you well stocked up with bottles? Some handsome specimens of a new set of shop bottles are illustrated in the advertisement of the Dawes Mfg. Co., of Pittsburg, Pa. When writing for catalogue state whether you want it for prescription or druggist outfit. Sample bottles will be furnished for 25 cents in stamps. Mention this paper.

White wood syringe boxes and all forms of fancy wood boxes for the use of the drug trade may be obtained of Henry H. Shelp & Co., Philadelphia. This concern is admittedly headquarters for the line. Closest quotations, perfect workmanship and prompt shipments can be counted on. Samples and prices may be obtained upon application.

Half the work of selling is done when a demand is created. The A. P. W. Co., of Albany, N. Y., realizes this. To introduce the A. P. W. brand of toilet paper they advertise in all the leading monthlies a year's supply for a dollar. If you want to profit and get the results send to the company for its booklet and get full particulars. Mention this paper.

One of the cleverest little devices for removing obstinate corns is illustrated in the advertisement of the Sperry & Alexander Co., of No. 300 Broadway, New York, in another column. With this knife it is impossible to cut your foot. The price is \$3.50 per dozen, allowing a good profit when sold at 50 cents. Sample will be sent by mail. Mention this journal.



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and PHARMACEUTICAL RECORD

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FLUORINE DANGEROUS AS A PRESERVATIVE

THE recent epidemic of arsenical poisoning in England, which was traced to contaminated beer, is still fresh in the minds of our readers. The source of the arsenical contamination was the glucose which is now so largely used by brewers as a substitute for malt.

Some fear of an epidemic of fluorine poisoning from the drinking of beer to which a compound of fluorine has been added as a preservative has been felt in New York City owing to the discovery by Dr. Fritz Schwyzer, pathologist to the German Hospital, of a case of chronic fluorine poisoning due to the consumption of a beer which was presumably preserved in this way. The case is reported at length in the *New York Medical Journal* for July 6, and Dr. Schwyzer's article is a contribution to the toxicology of preservatives which will doubtless attract the interested attention of the chemists of the local Board of Health and other investigators who are concerned with the purity of food products and beverages.

The difficulties in the way of determining the presence of fluorine quantitatively are well nigh insuperable, although qualitative tests are easily applied, and the recognition of fluorine compounds is a comparatively easy matter to those who are familiar with the chemical properties of the element.

THE FORTHCOMING MEETING OF THE A. PH. A.

[N our issue of June 24, on page 371, was reprinted the circular of information of the Committee on Exhibition for the 1901 meeting of the American Pharmaceutical Association at St. Louis in September. It is to be hoped that manufacturers will make a generous and worthy response to this invitation of the committee to make exhibits of their apparatus, products, etc. The meeting itself promises to be especially entertaining, instructive and profitable to all participating pharmacists, and those who are planning a vacation trip for September will hardly require our strong recommendation to shape their calculations as to include attendance upon the meeting. We have learned enough of the plans of the local committee to say that the entertainment feature alone will be lavish, while the exhibition of drugs, chemicals, pharmaceutical preparations, dispensing novelties, etc., will be an irresistible attraction. The geographical position of St. Louis, its importance as a drug center and the widespread interest which has been awakened in the new exhibition feature of the annual meetings should result in an attendance exceeding that of any previous gathering in the history of the association.

SPECIALIST CRITICISM.

THE medical and chemical errors of novelists and dramatists have received frequent allusion in this column. The London *Lancet* has of late been amusing its readers with references of the same kind, directed more particularly, however, to the characteristics of the stage doctor. This variety of physician may be known, according to our contemporary, by "a supernatural and most depressing solemnity, and an inconceivable rapidity in the construction of prescriptions." Why the doctor of the play should always appear in a frock coat, even on a summer's day in the country or in the city at an hour when other men of his standing are in evening dress, is a question that is beginning to be asked of the playwright. But the most recent contribution to the mistakes of dramatists is found in "The Only Way," where Sydney Carton performs the most amazing feat of overpowering Darnay by making him inhale a volatile anæsthetic some thirty-eight years before the discovery of chloroform, sixty-three years before the discovery of anæsthesia by Morton, and at least seven years before Sir Humphry Davy first mooted the idea of anæsthetization by inhalation in the first year of the nineteenth century. Truly specialist criticism of art, literature and the drama gives startling results.

PURE AND APPLIED SCIENCE.

PROFESSOR IRA REMSEN, at the celebration of the twenty-fifth anniversary of the American Chemical Society, during the course of an after dinner speech, congratulated the society upon the fact that it was so catholic in its character, embracing the followers of both pure and applied science. In England the line of division between the students of pure and applied science, more particularly in chemistry, is unfortunately very sharply defined, and there is on the side of the devotee of pure science an affectation of condescension toward applied science which, were it not so regrettable, would be laughable. Should this attitude of scientists be carried to its logical conclusion we would have a reversion to the conditions which prevailed in Greece and Rome, and in lieu of science would have a purely speculative philosophy.

This unfortunate tendency on the part of the scientist has been admirably characterized in the *Engineering Magazine* as the "priggishness of science," for that large class who are guilty of it affect a disdain toward all technologists, assuming that pure science embraces all the knowledge of technology, but failing to realize that the technologist may, and among the leaders must, include a most profound and complete knowledge of pure science.

We are, indeed, fortunate that this sharp line of distinction does not obtain to any extent in the United States, but in pharmacy the situation is rather reversed, the practising pharmacist being inclined to sneer at the scientific worker as a mere theorist, and not realizing that the most satisfactory and substantial progress in the practice of pharmacy is necessarily based upon a clear compre-

hension of the basic principles which are learned only through a scientific study of the materials and of the operations involved in pharmacy. To the man behind the counter the investigations into the constitution of thymoquinone may appear entirely outside the realm of pharmacy, but when this study is completed and it appears that by removing thymoquinone the oils in which it occurs may be permanently decolorized, the value of the study becomes immediately apparent. On the other hand, the students of pure science must recall that their work is based very largely upon the discoveries of technical workers, and it therefore behooves both the scientist and the technologist to bear in mind the fact that there can be no clear demarcation between pure and applied science, and that all earnest and able work in one field is of value to workers in the others.

THE "PATENT MEDICINE DANCE."

THE latest society divertimento is a patent medicine dance, word of which comes to us through the leading society organ, the *New York Herald*. The entertainment, which is to be given at Newport late in July, is to take the form of a masked ball, in which the familiar figures of men and women who appear in the advertisements of pills and potions in the magazines and newspapers will be represented by members of the 400. The entertainment is certainly a novelty and should afford plenty of opportunity for the exercise of originality in costumes. One gentlewoman is announced to appear as Castoria, with a clock arrangement as head gear and with apron hung with spoons. It has not come to our knowledge if any of the manufacturers of proprietary medicines are to participate, and it is probable that a genuine masquerade is intended. If so, the promoters of the entertainment have certainly allowed a brilliant opportunity to slip, for think of the possibilities of entertainment with the genial Thomas Doliber in the make-up of a Mellin's Food Baby, or of Ed. G. Wells as the retiring professor of "Hæmoglobinetics," to say nothing of numerous others who might creditably represent their specialties.

ONE Chicago druggist says that his penny-in-the-slot directory took in \$60 within the past twelve months. This looks a good deal like a satisfactory solution of the directory trouble. It is probable that the vast majority of those who patronize the druggists' free directory would rather pay for the privilege than not. It is always difficult to compute, however, the possible loss of incidental trade, for many of those who consult a directory discharge the obligation under which they feel by making some trifling purchase.

A Correction.

In the article by Dr. A. R. L. Dohme which appears in the *AMERICAN DRUGGIST* for July 8 the word *quantitative* was used in one place where *qualitative* was intended. The sentence which begins on the nineteenth line of the first column of page should read, "I do not oppose the physiological test as a qualitative measure," etc.

SOME NEW FORMULAS.

BY JNO. H. HAYDON, JR.,

New Haven, Conn.

THE ensuing are original formulas for the preparations named, which will be found to produce satisfactory compounds. The first is named

ELIXIR SAW PALMETTO AND SANTAL COMP.

Take of—

Saw palmetto berries.....	℥viij
Corn silk.....	℥viij
Sandalwood.....	℥ij
Sugar.....	℥vi
Alcohol.....	
Water, each enough to make.....	℥ij

Mix twelve fluid ounces of alcohol with thirty-six fluid ounces of water. With this menstruum moisten the previously ground drugs and macerate during twenty-four hours. Then pack firmly in a percolator and pour on the remainder of the menstruum, allowing the percolate to drop slowly. In this dissolve the sugar by agitation. Finally pass sufficient water through the exhausted drugs to make the finished elixir measure two pints. Caramel may be added if the color is not deep enough.

Each fluid ounce of this elixir is taken to represent saw palmetto berries, 120 grains; corn silk, 120 grains; sandalwood, 30 grains.

COMPOUND TINCTURE OF CURCUMA.

This is used as a brown coloring agent for use in the two elixirs of heroin which follow. It has several advantages over caramel alone, the color produced by it is brighter and it is more easily measured. The formula:

Curcuma.....	℥x
--------------	----

Macerate for seven days in a menstruum of

Alcohol.....	℥viij
Water.....	℥viij

Filter and add

Caramel.....	℥x
Menstruum enough to make.....	℥ij

ELIXIR HEROIN.

Take of—

Heroin.....	gr. 10 2-3
Alcohol, deodorized.....	℥viij
Brandy, French.....	℥ 3½
Syrup.....	℥xij
Water, enough to make.....	℥ij
Compound tincture of curcuma.....	℥ 3℥

Dissolve the heroin in the alcohol, add the other ingredients in the order given, and filter.

Each fluid drachm contains 1-24 grain heroine.

ELIXIR HEROIN AND TERPIN HYDRATE.

Take of—

Heroin.....	gr. 10 2-3
Terpin hydrate.....	gr. 256
Saccharine.....	gr. 10
Alcohol, deodorized.....	℥xij
Glycerin.....	℥ij
Brandy, French.....	℥ 3℥
Compound tincture of curcuma.....	℥ 3℥
Water, enough to make.....	℥ij

Dissolve the heroin, terpin hydrate and saccharine in the alcohol; add the other ingredients in the order given, and filter.

Each fluid drachm contains of heroin 1-24 grain, of terpin hydrate 1 grain.

ELIXIR SODIUM SALICYLATE COMP.

(Elixir acid salicylic comp.)

Take of—

Salicylic acid.....	℥xv
Sodium bicarbonate.....	℥x℥
Potassium iodide.....	gr. cclvi
Fld. extract black cohosh.....	m. cclxix
Fld. extract yellow jasmine.....	m. cclxix
Alcohol.....	℥ 3℥
Compound syrup of sarsaparilla, U. S. P.....	℥ 3x
Water, enough to make.....	℥ij

Add the salicylic acid to the water, followed by the salicylic acid in divided portions. When effervescence has ceased add the remaining ingredients in the order given; set the mixture aside for twelve hours. Finally filter.

Each fluid drachm represents, salicylic acid 3½ grains, black cohosh 1 grain, yellow jasmine 1 grain, potassium iodide 1 grain, sodium bicarbonate x.

ICE CREAM.

BY O. B. SALISBURY.

FREEZER AND APPLIANCES.

TO make ice cream we must have a freezer. The better it is the cheaper it will be in the end and the finer the ices. Tin or porcelain lined iron are better, cleaner, more durable, less affected by acids. Do not purchase on the representation of the seller, but examine it yourself, and then be sure you get the one you have selected. Get a seamless one if possible; if not, be sure the lid fits, in fact clips tightly, and seams are strong and sound. See that the freezer holds at least half as much again as the quantity to be frozen. Buy a broad-bladed ice cream spatula; it should be tinned and have a long wooden handle, but not too long to be handy.

For speed and good results the freezing machine with automatic tin scraping arrangement and triple gearing, which turns the can in one direction while the scraper turns in another direction, thus avoiding the necessity for any manual scraping and mixing. The bearing parts must be kept frictionless by frequent but small supplies of some lubricant, preferably butter, as the accidental admixture of some of this will do no harm to the cream.

DIRECTIONS FOR FREEZING.

The blended ingredients for the ice cream we will, for simplicity sake, call "the mixture." This must always be perfectly smooth and thick before it is fit to use. Never forget this. See that the inside of the freezer is perfectly clean and free from any adhering particles of grease. A little sodium carbonate aids wonderfully in cleansing the freezer and freeing it from adhering grease.

Pour the mixture into the freezer and fasten the lid on. Put a layer of small pieces of broken ice on the bottom of the tub. The layer should be about two inches thick—rather under than over. Strew a little coarse salt over the ice, using one part of salt to three or four of ice. Then put the freezer and contents in the tub. Fill up the space between the freezer and the tub with irregular pieces of ice about one inch in size, adding salt. Now with one hand turn the freezer round and round in the ice—the faster the better—by means of the handle, till the whole cream is a uniform mass and all frozen. When the spatula will stand upright by itself in the mixture the cream is done.

Every freezing tub should have a tap at the bottom of its side. The friction of the freezer and action of the salt on the ice produce a quantity of water, which be-

comes a nuisance and should be drawn off through the tap after the ice cream is finished.

RECIPES.

The finest kind of cream that can be made is obtained as follows. Take

Good rich cream.....qt. 1
Yolks of fresh eggs.....No. 15
White sugar (free from blue).....ozs. 10

Crack each egg separately, put the yolks into a large clean earthenware bowl containing the cream (quite cold). Commence to whisk with the egg-beater and gradually adding one ounce of sugar. Add more sugar, whisk, more sugar, and so on till the sugar is quite dissolved and the whole thoroughly mixed. Now put the bowl on a trivet or plate over a clear fire to thicken, but be sure to keep whisking all the time, or it may burn at the bottom. When it has almost reached the boiling point remove it from the fire instantly and at once strain it through a muslin cloth into the freezer, which has previously been standing in cold water. When the mixture is quite cold, freeze it. The whites of the eggs may be used for cake or soda water foam.

For dispensing from the ice cream cabinet use the ice cream ladle. By a mechanical attachment, easily operated by the hand holding the ladle, the ice cream is detached from the bowl and may be readily dropped into the glass, thus saving time and breakage.

A good quality of ice cream may be obtained according to the following formula:

Good fresh milk.....pt. 1
Good fresh cream.....pt. 1
Eggs (according to size).....No. 3-4
Sugar lb. ½

Crack the eggs separately and then with a fork remove the "eye." Put the eggs into a large, clean earthenware bowl and whisk them up with an egg-beater, gradually adding the sugar. Pour both the milk and the cream into a clean pan and put the pan on the fire and allow its contents to come nearly to the boiling point, then remove and immediately pour the mixture upon the eggs and sugar, and thoroughly beat all together. Stand the freezer in cold water, strain the hot mixture into it through a muslin cloth, and when cold freeze.

Ice cream, pure and simple, is obtained thus. Take

Rich cream.....qt. 1
Sugar lb. ½

Mix the above well in a vessel with an egg and whisk until the sugar is quite dissolved. Now strain through muslin into the freezer and freeze.

INSTRUCTIONS AND MEMORANDA.

Always color and flavor the ice when in the freezer and as soon as the cream is found to be frozen through but is not "hard."

These recipes can be made to do duty for almost any kind of ice creams. They can be left white and flavored with vanilla or banana, tinged a very pale straw-color with just a drop or two of saffron color, and flavored pineapple; a slightly deeper yellow (more saffron extract), and flavored with extract of lemon; a faint, pale pink with liquid cochineal, and flavored with strawberry; a deeper crimson pink with more cochineal, and flavored with raspberry; a careful mixture of extracts of saffron and cochineal and either some extract of orange or apricot are equally delicious.

Never on any account whatever allow a mixture for a cream ice to boil. If by accident it does boil do not use it; make a custard of it. Boiled ingredients play "havoc"

with the ice, and both make it gritty and curdle it. The watery particles of the milk or cream separate from the other ingredients, and so, when frozen, the cream is full of sharp little "shingly" pieces of ice.

Ice cream is not a blanc-mange, jelly or pudding, therefore do not use gelatin, isinglass or any other similar abomination.¹ Good ices cannot be made of water, milk or sour cream. Nor will milk alone produce a first-class result. Ices properly made should and do double themselves—i. e., two quarts of finished ice cream are produced from one quart of mixture.

The production of bulk, creaminess, foamy smoothness, delicacy and lightness are all high qualifications for ice cream work. The directions given herein are such that anybody may, by following them faithfully, produce an ice cream-fit for the most fastidious palate.

SOME LITTLE THINGS.

BY PROF. WILBUR L. SCOVILLE.

PHARMACISTS who have hieroglyphic prescriptions, careless or slovenly clerks, and cut rates to deal with, do not need to have their attention called to the importance of little things. It is enough for them to see the point, and then to attach the proper significance.

It is the purpose of this paper to designate a few of the minor points in a couple of popular preparations, which make a considerable difference in results.

The first preparation will be designated as

Liquor Thymoli Compositus.

(ANTISEPTIC SOLUTION).

He is a bold man who attempts to add to the confusion of formulas already in existence for this preparation. My only excuse is the fact that success, or rather satisfaction, with this preparation will depend more upon the quality and variety and the ingredients employed than upon variations in their proportions.

As is well known, the ingredients commonly directed are, oil of eucalyptus (or eucalyptol), thymol, menthol, oil of wintergreen, oil of peppermint, benzoic and boric acids, alcohol and water. Other ingredients may be ordered, but the above are almost universal.

The eucalyptus odor and flavor predominate in this preparation, but they usually receive the least attention.

The recent work on Volatile Oils by Gildemeister & Hoffmann describe 46 varieties of eucalyptus, all differing from each other in odor and flavor. Hence the variety of eucalyptus employed is important.

The variety which is almost universally used is *Eucalyptus globulus*, because it is rich in eucalyptol.

Another commercial variety is that of *Eucalyptus odorata*, which is nearly as rich in eucalyptol, but has a much sweeter odor and a softer flavor. The oil of *Eucalyptus odorata* can easily be obtained, and costs but little more than the other variety.

A second point is the quality of benzoic acid employed. There are two varieties of this acid in use. The most common is the synthetic acid, made from toluol, and costing about 60 cents per pound. The other variety is natural or true benzoic acid, obtained from gum benzoin by sublimation. This costs about 20 cents per ounce, but is very much pleasanter, and softer in odor and flavor.

¹ This scarcely accords with the experience of successful ice-cream manufacturers, who find the addition of a little gelatin or starch advisable. Corn starch mixed to a thin cream with cold milk is a proper addition to the hot mixture just before it is withdrawn from the fire.—Editor.

² Read at the annual meeting of the Massachusetts Pharmaceutical Association, June 12, 1901.

and is more soluble in water. It makes a notable difference in the preparation.

THE FORMULA

which I would offer for the antiseptic solution is the following:

Thymol	1.0 Gm. or 3i
Oil of eucalyptus odorata.....	2.00 C.c. or 3ii
Oil of gaultheria.....	0.75 C.c. or mxiv
Oil of peppermint.....	0.20 C.c. or mx
Fluid extract of baptisia.....	8.00 C.c. or 3i
Natural benzoic acid (from benzoin)....	8.00 Gm. or 3i
Boric acid.....	24.00 Gm. or 3iiii
Alcohol.....	375.00 C.c. or Oiii
Water.....	625.00 C.c. or Ov
Talcum.....	20.0 Gm. or 3iiss

Dissolve the oils, thymol, benzoic acid and fluid extract in the alcohol and add the talcum. Dissolve the boric acid in the water, preferably with heat, and add to the alcoholic solution. (Heat favors the blending of the preparation.)

Allow to stand seven days, or better one month, shaking occasionally, then cool to about 10 degrees C. (50 degrees F.), and filter.

By cooling just before filtering the preparation is obtained in a condition to remain clear under ordinary changes of temperature. The preparation ripens on standing, and will improve with age, three to six months ripening giving the best results. It may, however, be used at once, if desired.

It is important to use the variety of eucalyptus and benzoic acid directed, or this formula will disappoint.

The use of *Eucalyptus odorata* oil and of natural benzoic acid is the real secret.

The next preparation which I wish to present will be designated as

Glycerin Tonic Compound.

Like the other, there are formulas galore obtainable, but most, or all, of them disappoint because the resulting preparation is harsh in flavor and lacks a certain limpid sweetness and ripe quality which is desired. A little saccharin with a proper adjustment of the glycerin will impart the flavor, and a trace of acetic ether will impart the other quality. The value of acetic ether for imparting a mellow and fruity quality to aromatic preparations is frequently overlooked.

The formula which I would offer is as follows:

Ground gentian root.....	20 Gm. or 3v
Ground taraxacum root.....	30 Gm. or 3i
Spirit of orange, U. S. P.....	10.0 C.c. or 3iiss
Sherry wine q. s. to percolate	400 C.c. or 3xliss
Sugar.....	150 Gm. or 3v
Phosphoric acid, 85 per cent.....	5 C.c. or mxxv
Tinct. cardamom. comp.....	60 C.c. or 3ii
Solution of saccharin N. F.....	20 C.c. or 3v
Acetic ether.....	2.5 C.c. or mxl
Glycerin.....	400 C.c. or 3xliss
To make.....	1,000 C.c. or Oii

Moisten the mixed drugs with the spirit of orange and about 10 C.c. (3iiss) of wine, pack in a small percolator, and pour on sherry wine. When the fluid begins to drop from the percolator, close the lower orifice and allow the drugs to macerate 24 hours. Then start the percolation and allow to drop slowly, at a rate not exceeding one drop in five or six seconds, until 400 C.c. (or + 3iiss) of percolate is obtained. In this dissolve the sugar (filter if necessary), then add the other ingredients in order, and finally add enough sherry wine to make a total volume of 1,000 C.c. (or one quart).

BOSTON, MASS., June 4, 1901.

THE LLOYD REACTION FOR MORPHINE.¹

BY JOSEPH L. MAYER, PHAR. D.,

brooklyn, N. Y.

SINCE the publication of Professor Lloyd's novel, "Stringtown on the Pike," the journals have contained various contributions relating in one way or another to the well-known bichromate-sulphuric, strychnine reaction. Prominent among those who have contributed articles on the subject is Mr. Seward W. Williams, who in the April number of *The Druggists Circular* elaborates his previous discussion concerning the possibility of mistaking a morphine-hydrastine mixture for strychnine. He concludes that "the moral of the story ["Stringtown on the Pike"] is not to place too much reliance on any one of the generally recognized evidences of organic poisons."

In going over the reactions he finds that the morphine-hydrastine mixture, with a few drops of concentrated sulphuric acid will, even in the absence of potassium bichromate, produce the violet-blue color which so nearly simulates the characteristic strychnine reaction that Professor Lloyd made it the theme of one of the most powerful climaxes of his deservedly popular novel. As a consequence, Mr. Williams proposes that "we should add to our list of alkaloidal color tests the two just mentioned, and know them as the Lloyd reactions for morphine and hydrastine, if agreeable to Professor Lloyd."

If the unknown is suspected to be morphine add a small amount of hydrastine and a few drops of concentrated sulphuric acid; a violet-blue color appearing after five minutes indicates morphine. If hydrastine is suspected add to the sample a small amount of morphine and a few drops of concentrated sulphuric acid; a violet-blue color after five minutes indicates hydrastine.

As a matter of fact, modern methods followed in toxicological analysis have so taken advantage of the solubility of the alkaloids in the solvents employed in their separation that even if some color reactions are common to several alkaloids, unless these alkaloids are separated in the same step in the examination the chances of error are minimized.

It is the possibility of making an error that emphasizes the necessity of having an unlimited number of tests of identity.

Experiments recently made prove that chloroform will dissolve out of a solution sufficient morphine and hydrastine to react violet-blue with concentrated sulphuric acid and potassium bichromate. While it is true that the reaction differs from that obtained with strychnine in persisting some time instead of being evanescent, it is easy to see how a mistake might easily be made.

Had "Professor Drew," the chemist in "the Stringtown poisoning case," been more observant, and applied other tests than the bichromate one, his testimony would not have supplied the powerful link it did in the prosecution's strong chain of circumstantial evidence.

Tests of identity and confirmatory ones are not only necessary in examinations of this character, but required by the pharmacist to enable him to identify the alkaloids he purchases and dispenses. For example, the United States Pharmacopœia requires that quinine "should not produce a red color with nitric acid (difference from morphine)."

These facts suggested to the writer that if hydrastine, when mixed with any alkaloid other than morphine in the presence of concentrated sulphuric acid, after five minutes stirring failed to produce the violet-blue color, the reac-

¹ Presented at the annual meeting of the New York State Pharmaceutical Association at Buffalo, June 6, 1901.

tion would be a valuable addition to the tests for differentiating morphine from other alkaloids.

The following are the results of the experiments made to determine this question.

The conditions and method of applying the tests were alike throughout, and consisted in mixing approximately one part of hydrastine with eight parts of the other alkaloid. After the addition of a few drops of concentrated sulphuric acid the mixture was stirred with a glass rod for at least five minutes.

In view of the fact that many alkaloids give colorations for the first few minutes which are totally different from the end reaction, the direction to "stir at least five minutes" must be strictly observed.

The alkaloids operated upon, those most likely to be found in the drug store, were the purest obtainable.

The following table gives the colors produced by stirring the alkaloids named with hydrastine and concentrated sulphuric acid for five minutes:

Aconitine.....	Brown.
Atropine.....	Pinkish.
Berberine.....	Greenish-brown.
Brucine.....	Light-brown.
Caffeine.....	Dirty-white.
Cinchonine.....	Dirty-yellow.
Cinchonidine.....	Dirty-white.
Cocaine.....	Unaffected.
Codeine.....	Pinkish.
Digitaline.....	Mahogany.
Heroin.....	Violet to purple.
Homatropine.....	Pale-yellow.
Hyoscyamine.....	Dirty-white.
Morphine.....	Violet-blue.
Pilocarpine.....	Light-brown.
Quinidine.....	Light-green.
Quinine.....	Greenish-yellow.
Sparteine.....	Greenish-yellow.
Strychnine.....	Dirty-white.
Veratrine.....	Royal purple.

An analysis of these results shows that but three out of the twenty samples examined give a violet-blue color under the above conditions—viz.: Heroin, morphine and veratrine.

Among the number only one gives a cherry-red color with cold concentrated sulphuric acid—viz., veratrine.

The remaining two are differentiated by nitric acid; an orange-red color indicates morphine, and a yellow color heroin.

When we consider the sharpness of the reaction with the simplicity and ease of application it becomes apparent that Lloyd's test for morphine is one worthy of a place among the alkaloidal color reactions.

Fully realizing the importance attaching to the necessity of subjecting as many alkaloids as possible to the test, the writer regrets exceedingly that the number at his disposal was so limited, but hopes in the near future to report on those not included in the present work.

Petrosulphol (*Ichthyolum Austriacum*).—The ammonium salt of sulpho-ichthyolic acid. This product (*L'Union Pharmaceutique*, May, 1901), is thicker and darker than ichthyol, and has a less penetrating odor than the latter. It is easily soluble in water, giving an acid reaction in solutions. The watery solutions give a green fluorescence. It is partly soluble in alcohol, ether, benzene, petroleum ether, and completely soluble in glycerine, insoluble in fixed and essential oils. It can be incorporated in ointment bases. The dried product contains 16 per cent. of sulphur. It is used as ointment, etc., like ichthyol, usually in the strength of 10 per cent. in petrolatum or glycerine.

THE SYNTHESIS OF PERFUMES.

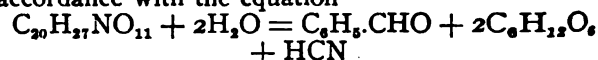
THE development of the artificial perfume industry is the subject of a recent article in the English scientific periodical *Nature*. This industry has made rapid progress during the past twenty-five years, and gives promise of great chemical and financial prosperity.

METHODS OF PRODUCTION.

The scientific methods adopted in the new industry consist, in the main, of three: (1) In the extraction of odoriferous compounds from the natural products in which they occur; (2) in the artificial preparation of naturally occurring odoriferous compounds by synthetic processes; and (3) in the manufacture of materials possessing odors resembling those of naturally occurring substances of pleasant smell.

ARTIFICIAL BITTER ALMOND OIL.

The odoriferous principle of bitter almond oil was one of the first isolated and subsequently synthesized; the oil was obtained during the Middle Ages by distilling bitter almonds with water, while, nowadays, only very small quantities are prepared from the almond. Apricot kernels are first freed from fatty oils by hydraulic pressure, and then caused to undergo a fermentative process. The kernels contain a glucoside, amygdalin, which, at a suitable temperature, is hydrolyzed by an unorganized ferment, emulsive, also present, with formation of benzaldehyde, $C_6H_5.CHO$, hydrogen cyanide and grape sugar, in accordance with the equation

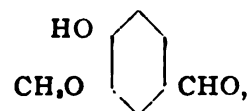


The mass is then distilled in a current of steam, and the resulting oil separated from the aqueous distillate and freed from the prussic acid which it still retains. Liebig and Wöhler first separated pure benzaldehyde in 1832.

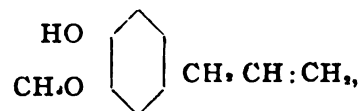
Benzaldehyde is prepared on a large scale by the hydrolysis and oxidation of benzyl chloride by boiling it with cupric or lead chloride solution; the artificial oil retains with great tenacity traces of benzyl chloride, and the penetrating, unpleasant odor of this impurity renders the product fit only for scenting common soaps, and prevents its use in perfumery. Nitrobenzene $C_6H_5.NO_2$, the highly poisonous so-called oil of mirbane, has an odor very similar to that of benzaldehyde, and is sometimes used in its place.

THE CONSTITUTION OF VANILLIN.

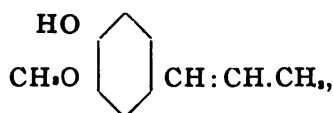
Vanillin, the odoriferous principle of the vanilla bean, is an aldehyde of the constitution



and was artificially prepared in 1874 by Tiemann and Haarmann; the original method of preparation consisted in oxidizing coniferin, a glucoside contained in the sap of various coniferæ, with chromic acid. Many different methods of preparing vanillin have been patented, but it seems to be mainly obtained from eugenol,



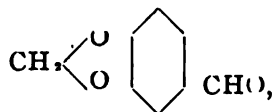
a phenol contained to the extent of 70 to 90 per cent. in oil of cloves; this is heated with alkali, which converts it into isoeugenol



and the latter is then oxidized to vanillin.

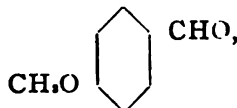
HELIOTROPIN.

The nearly related aldehyde, piperonal,



which has a very powerful odor resembling that of the heliotrope, and is consequently used in perfumery under the name of "heliotropin," is largely prepared from safrol, a methylenic ether contained in oil of sassafras and oil of camphor.

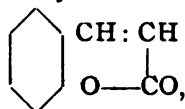
Anisic aldehyde



which has an intense odor resembling that of the hawthorn flower, was greatly in use a few years ago; it is prepared from anethol, the ether constituting 80 or 90 per cent. of oil of anise.

THE PERFUME OF TONKA BEAN.

Cumarin, orthohydroxycinnamic anhydride,



is the material to which the tonka bean, sweet woodruff and new-mown hay owe their characteristic odors; it was synthetically prepared by W. H. Perkin, Sr., in 1868, by heating sodiosalicylic aldehyde with acetic anhydride, and was obtained commercially by this method until its recent discovery in considerable quantities in *Liatris odoratissima* (deer tongue leaf), a herb indigenous to Florida, provided a cheaper method of preparation.

Cinnamaldehyde, to which oil of cassia owes its distinctive smell, was first synthesized by Strecker; the aldehyde is readily obtained by condensing benzaldehyde with acetaldehyde in presence of soda.

THE SYNTHESIS OF CITRAL.

The aldehyde citral or geranial, $\text{C}(\text{CH}_3)_2 : \text{CH}.\text{CH}_2.\text{CH}_2.\text{C}(\text{CH}_3) : \text{CH}.\text{CHO}$, constitutes about 6 per cent. of oil of lemons and about 80 per cent. of lemongrass oil. It is largely prepared commercially from lemongrass oil, and is accompanied in nature by its dihydro-derivative, citronellal, $\text{C}(\text{CH}_3)_2 : \text{CH}.\text{CH}_2.\text{CH}(\text{CH}_3).\text{CH}_2.\text{CHO}$. Citral was synthesized from acetoacetic ether by Tiemann in 1898, and is converted by reduction into the alcohol, geraniol. Similarly, citronellal yields on reduction the corresponding alcohol, citronellol; geraniol, further, can be converted into an isomeric alcohol, linalool, by heating with water. These three alcohols, geraniol, citronellol and linalool, yield esters with acids, such, for example, as linalyl acetate. These aldehydes and alcohols, together with a number of the esters formed with fatty acids, occur in many etherial oils.

THE ODORIFEROUS PRINCIPLE OF THE ROSE.

Otto of roses is obtained in the East, in Bulgaria, Germany, and, to a small extent, in France by distilling freshly gathered rose leaves with water; it contains a wax-like hydrocarbon, the so-called stereoptine, and during the last

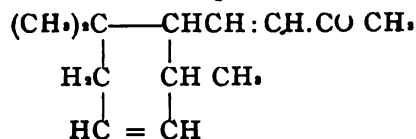
month (November, 1900) Walbaum and Stephen have shown that German rose oil owes its odor to geraniol, citral, citronellol, linalool, nonylic aldehyde $\text{C}_9\text{H}_{19}.\text{CHO}$, and phenylethlic alcohol, $\text{C}_6\text{H}_5.\text{CH}_2.\text{CH}_2.\text{OH}$.

Terpineol is found in many essential oils, and is readily and cheaply prepared by the action of dehydrating agents upon terpin hydrate, which in turn is easily prepared from turpentine oil; terpineol has a powerful odor of lilac.

IRONE AND IONONE.

The odor of fresh violets possessed by oil of orris is due to the presence of a small proportion of a ketone to which Tiemann and Krueger have given the name irone. A patent was obtained by Hermann & Reimer for a method of separating this ketone from oil of orris. Tiemann and Krueger before actually ascertaining the constitution of irone, conceiving the possibility of preparing a substance of the same molecular composition as irone from citral, endeavored to do so in order to obtain information as to the constitution of the ketone. They found that, on allowing a mixture of citral and acetone to remain in contact with baryta solution, an ordinary acetone condensation slowly occurs with formation of a ketone, the so-called pseudoionone, having the constitution $\text{CH}(\text{CH}_3)_2.\text{CH}_2.\text{CH} : \text{CH}.\text{C}(\text{CH}_3) : \text{CH}.\text{CH} : \text{CH}.\text{CO}.\text{CH}_3$.

Pseudoionone has a peculiar but not very pronounced smell and, when heated with a mixture of water, glycerol and sulphuric acid, undergoes conversion into an isomeric ketone termed ionone, which possesses the constitution



It is a very remarkable fact that the two ketones, irone and ionone possess odors so similar that either when pure or diluted with alcohol, a trained nose is only just able to distinguish between them.

New Reaction for Saccharin.—A. Leys finds that a solution of saccharin in the presence of a very dilute solution of ferric chloride and a trace of hydrogen dioxide develops a violet color, which is very permanent. The ferric chloride reagent is prepared by diluting 2 Cc. of the solution, sp. g. 1.264, to 100 Cc. with distilled water. The hydrogen dioxide used is a dilution of 1 Cc. of 10 volume strength in 200 Cc. of water. To 5 Cc. of a solution containing saccharin, 2 drops of the ferric chloride reagent is first added, then 2 Cc. of the dilute hydrogen dioxide; in the course of thirty to forty-five minutes a distinct violet coloration will be obtained. In testing milk for saccharin, the casein and fatty matter are precipitated by means of solution of potassium acid sulphate, in the presence of a little alcohol; the clear liquor is decanted and shaken out with ether. The ether extract is evaporated and the residue dried at 99 degrees C., then treated with 5 Cc. of water. If this solution has a sweet taste, the presence of saccharin is confirmed by the test described above. Butter is dissolved in a mixture of equal volumes of chloroform and alcohol. This solution is washed with twice its volume of water; the aqueous layer is decanted, evaporated and tested as above. If a color be obtained as soon as the ferric chloride solution is added, before the addition of the dilute hydrogen dioxide, the presence of a phenolic body is indicated. Similarly, the formation of a white precipitate with ferric chloride points to the occurrence of an aromatic acid.—*Comptes rend.*, 132, 1,056, and *Phar. Jour.*

PRESCRIPTIONS CRITICISED.

T. S. Wokes, in a recent communication to the Liverpool Pharmaceutical Students' Society, presented a number of prescriptions for criticism and comment, as follows:

I.

Sodii bicarb.....	℥j
Sodii bibor.....	℥j
Zinci chloridi.....	gr. xxx
Ac. carbolic.....	Mxxv
Glycerini.....	℥iv
Aquæ ad.....	℥x

The spray solution: to be mixed with an equal amount of hot water, and used as a spray for the nose and throat.

This gave a precipitate of zinc borate. It was explained that the borax and glycerin would become acid, which would result in the bicarbonate giving off CO₂, and the final precipitate would be a mixture of zinc carbonate and borate.

II.

Tr. benz. co.....	Mxxv
Aquæ ad.....	℥vii℥

Ft. mist.

One tablespoonful every hour.

Mr. Wokes made a mucilage in the bottle, with mucil. tragac., and ran tr. benzoin. co. in, shook well, and gradually added water.

III.

Calcii chloridi.....	℥iss
Sodii bicarb.....	℥iss
Syr. simplici.....	℥ij
Aquæ anethi ad.....	℥iss

Ft. mist.

℥j. t.d.s. post cib. ex aquâ.

The reader of the notes found there was effervescence and a precipitate of calcium carbonate, and thought that the chloride must have been acid. It was explained that the effervescence was due to the salts not reacting to form a calcium bicarbonate, and the CO₂ being therefore expelled from the mixture.

IV.

Līn. bellad.....	℥vj
Hydrarg. oleat. (20 per cent.).....	℥ij

Sig.: The liniment.

Mr. Wokes made a good liniment by using olive oil to dilute the oleate. It was advised to use castor oil and stronger spirit, with the equivalent of liquid extract of belladonna, if a clear liniment were desired.

V.

Pulv. zinci oxid.....	gr. iij
Liq. atropinæ.....	Mss
Sacch. lact.....	gr. iij

Ft. cachet. Mitte vj.

One cachet every four hours.

Mr. Wokes said this was a very ingenious method of prescribing so as to get a small dose of atropine into a cachet.

VI.

Liq. strychninæ.....	M lxxx
Tr. digitalis.....	℥iss
Liq. Fowleri.....	M lxxx
Spt. ammon. arom.....	℥vj
Syr. limonis.....	℥ss
Inf. gent. co. ad.....	℥vii℥

Ft. mist.

℥ss. ex aquâ t.d.s.

As the liquor Fowleri was alkaline it would precipitate the strychnine, so a "shake" label was put on. But it was observed by one of the members that what would precipitate the strychnine, if anything, was rather the spt.

ammon. arom. A "shake" label was advisable, but the chance of strychnine coming out was debatable, its solubility being 1 in about 7,000 in water alone, and with the amount of spirit in this mixture this solubility would be much greater. Dangerous strychnine mixtures were those where an alkali and spirit of chloroform in excess were ordered, for the strychnine was thrown out by the alkali; taken up again by the chloroform, and this separating would carry with it the alkaloid, which would consequently almost all be taken with the last dose.

VII.

Pot. brom.....	℥iss
Hyd. chloral.....	℥iss
Antipyrin.....	℥iv
Tr. belladon.....	℥j
Aq. chloroformi ad.....	℥iv

Sumat unciam h.s.

In this case the author found a thick precipitate adhering to the sides of the bottle, but by diluting the solutions of the salts separately and then mixing, a finer precipitate was produced. Perhaps some member could tell him what the precipitate was. He was told that it was chloral antipyrin—a definite compound—and was more readily formed in a strong than in a dilute solution, especially in the presence of potassium bromide.

VIII.

Syr. ferri iodidi.....	℥v
Tr. digitalis.....	℥ss
Liq. strychninæ hyd.....	℥ss
Tr. quin. ammon.....	℥vj
Aq. menth. plp. ad.....	℥vii℥

Ft. mist.

℥ss. ex aquâ t.d.s. post cibos.

It was noted that this mixture became very dark in color—due to the alkali in the tr. quinina—a bad mixture.

IX.

Antipyrin.....	gr. xij
Sodii nitrit.....	℥ij
Tr. belladonnæ.....	℥v
Tr. lobellæ æth.....	℥v
Tr. stramonii.....	℥v
Vin. ipecac.....	℥v
Glycerin. q.s. ad.....	℥iv

Dissolve and strain.

To be used with the spray.

Mr. Wokes exhibited this as an extraordinary prescription—the doctor waited for it and had it filtered clear. Mr. Wyatt asked if Mr. Wokes had made any experiments with a view to ascertaining what took place in the mixture on standing—he should expect to find that the natural acid in the vin. ipecac. had liberated nitrous acid from the sod. nit., and that a good amount of nitroso-antipyrin had been formed, with, consequently, a deep green tint in the liquid.

X.

Ung. hydrarg. oleat. (5 per cent.).....	℥vj
Æther, sulph.....	℥ij

M. Fiat ung.

To be rubbed in well every night.

Mr. Wokes had made this by warming the oleate in a stoppered bottle, and adding the ether when cool, shaking well. A good smooth cream was turned out.

XI.

Apomorph. hyd.....	gr. j
Liq. ammon. acet.....	℥j
Spt. æth. nit.....	℥ss
Vin. ipecac.....	℥ij
Aquæ ad.....	℥vj

Ft. mist.

This was communicated by a friend of the author. It developed a green color on standing, due, most likely, to

the action of the spirit of nitre. Apomorphine solutions are very liable to become green, and even when freshly made a green tint can be noticed. He did not know of a method to prevent it. Mr. Wyatt said it could be prevented by the judicious use of dilute acid, and for keeping a length of time he should try Saul's method for keeping physostigmine sulphate solutions by adding a little sulphurous acid.

Rare Case of Fluorine Poisoning.

The *New York Medical Journal* for July 6 contains a paper by Dr. Fritz Schwyzer, pathologist to the German Hospital, New York, giving details of an extremely interesting and rare case of fluorine poisoning, which must be regarded as an important contribution to toxicology. Omitting purely clinical details, the case may be stated thus: The patient, a journalist, thirty-eight years old, was in the habit of drinking large quantities of bottled beer. On December 26, 1900, he complained of pain in his left leg. The leg became much swollen and the pain increased. It yielded to treatment, but on February 25 the leg again swelled enormously, and accompanying this was intense abdominal pain, followed by swelling of the right leg and skin of the lower abdomen. The patient then complained of pain "in every bone in his body."

A thorough clinical examination of the urine, feces and blood was made, and while determining the percentage of hæmoglobin in the blood, Dr. Schwyzer noticed that the blood clotted as soon as it was drawn, forming a solid mass almost immediately. This rapid clotting was practically the first point which made him suspect that some chemical disturbance was present.

A number of investigations were made to determine the cause of the rapid coagulation, which it would take too long to explain in detail. After evaporating the blood and incinerating the dried residue, the ash was extracted with distilled water. On adding the water to the ashes an intensely penetrating odor was noticed, which was identified as that of hydrofluoric acid. It resembles the odor of muriatic acid but is more pungent. In the course of further investigations the blood was again dried and incinerated. This was carried on in a nickel dish. On removing the ashes from this vessel the surface of the latter seemed slightly corroded. As ordinary blood does not attack nickel upon incineration, or only in the very slightest degree, the corrosion was deemed to have been produced by fluorine. But this time fluorine could no longer be determined in the ashes; it, therefore, must have gone into combination with the nickel. A quantity of the same blood was evaporated on a glass dish, and upon removal of the dry residue the dish appeared etched. This demonstrated the presence of fluorine. The element was also detected in the urine by appropriate tests.

The presence of fluorine, in perceptibly large quantity, in the patient's body having been thus demonstrated, and the symptoms exhibited by the patient pointing to chronic fluorine poisoning, the questions arose, How did the fluorine get into the patient's body? and, By what vehicle? Suspicion was at once directed to the beer, which the patient consumed in large quantities. He always used the same brand of beer, from the same bottler, and for the last two years he had drank it in daily quantities of from eight to ten pints, or three cases of twenty-four pint bottles a week.

The beer was submitted to a complete analysis. The first researches were negative, as the fluorine first isolated combined immediately with the glass of the bottle, forming fluorsilicium, which was precipitated on the inner surface of the bottle as a gelatinous substance.

The presence of fluorine in the beer was finally proved by the same process as that observed in examining the urine of the patient; on evaporating a quantity of the beer from a glass dish, the surface of the dish was eaten into and took on an etched appearance.

By leaving thin leaves of aluminum in a bottle of the beer for some time, aluminum fluoride was formed, which method is stated by Dr. Schwyzer to be of use in collecting the fluoride from a large quantity of the beer.

After determining the cause of the patient's condition in this way, no special difficulties presented themselves in fixing upon a plan of treatment. The elimination of the accumulated fluorine from the system was accomplished by the administration of saline aperients, and saturating the system with salt. Two or three bottles of Vichy Celestin were ordered to be taken daily, and, besides, Hunyadi Janos or Carlsbad Water in the morning, and, on account of the lack of chlorides (observed in the urinary analysis), well-salted food and dilute hydrochloric acid after meals. The case went to recover.

From a study of the case it was concluded that fluorine is capable of a cumulative action under certain conditions. In small doses it is a relatively harmless preservative agent; but so soon as it is given a chance to accumulate in the body through continued administration it becomes dangerous, and its employment should be prohibited by law. This applies especially to beverages and food stuffs that are consumed regularly and in large quantities, particularly beer, canned vegetables, milk and meat.

Tyratol is the name given to thymol carbonate (*Pharm. Ztg.*, March 20, 1901), produced by the action of phosphene upon sodium thymolate. It occurs as a white, crystalline powder, of neutral reaction, and having a slight odor of thymol. The dose is 2 Gm., three or four times daily. In children, 0.5 to 1 Gm. The results are best with tapeworms and round worms.

Calcium Glyceroarsenate.—The success which has attended the therapeutic employment of glycerophosphates has suggested to Pagel the possibility of using the salts of glycero-arsenic acid in a similar manner. So far only calcium glyceroarsenate has been prepared, but the clinical results obtained with it by Spillmann are sufficiently promising to suggest that probably this combination will be found very serviceable for the exhibition of arsenic in the many diseases in which it is of value. Calcium glyceroarsenate is described as forming a gritty powder, insoluble in alcohol and in water, but readily dissolved by weak acid solutions, such as that of citric acid. Arsenic is not precipitated from these by the reagents which usually throw it down; it is necessary to completely disintegrate the molecule before its presence can be revealed. It is prepared by digesting molecular proportions of arsenic acid for several days in glycerin, until the mass assumes a brownish tint; this is then diluted with an equal quantity of water, and neutralized with milk of lime. After filtration and evaporation, the lime salt is precipitated by means of alcohol, the precipitate is collected and washed, first with alcohol, finally with ether, and dried. The therapeutic experiments are not yet complete, but show that the salt is of certain value in the treatment of tuberculosis. Patients under its influence have gained in weight and strength. The initial dose was $1\frac{1}{2}$ grains per diem, gradually increased until no less than 23 grains have been given. Since the salt is very rapidly eliminated by the kidneys no ill effects have been observed to follow its use even in these large doses. It is given by the mouth, in the form of granules.—*Journ. de Pharm* [6], 13, 449, and *Phar. Journ.*

DRUGGISTS' COURSE IN OPTICS

Conducted by C. H. Brown, M.D.,
President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

(Nineteenth Paper.)

NUMBERING OF LENSES.

THE present time is a transition period in the nomenclature of the numbering of lenses, and we note the passing of the old inch system and the general adoption of the newer and better dioptric system. This adds somewhat to the difficulty of the subject, because the optician must necessarily have knowledge of both systems, and a clear understanding of the method of converting one into the other. The handling and prescribing of lenses being the optician's chief work, it is just as essential for him to comprehend the system by which they are ground and their focal distance or refractive power measured as it is to be familiar with the methods of adjusting them for the correction of refractive errors.

About forty years ago the present system of measurement of lenses in inches was practically introduced. Previous to that time there was no uniform system, but the lenses in common use were distinguished by arbitrary names or numbers. A manufacturer might make twenty grades of lenses, and number them from one to twenty as a matter of convenience. Another manufacturer might make only twelve grades of lenses, and he would naturally number them from one to twelve, although they might embrace the same range as the first mentioned. Every manufacturer had his own system of numbering, and this lack of uniformity could result only in confusion; therefore in order to clear up this muddled state of affairs it gradually came to be understood that the number of the lens should indicate its focal length in inches.

Although this was a great improvement over the old system of numbering lenses, a new source of error and confusion arose from the fact that the inches of the different countries were not exact equivalents: the French inch equals 27 millimeters, the Austrian inch 26 millimeters and the English inch 25 millimeters.

In addition to its focal length the power of a lens depends also on the index of refraction of the glass of which it is made: this varies considerably, and introduces another source of error in the calculations. Even though the country is known where the lens was made and the value of the inch in that country, yet the exact power of the lens cannot be determined unless the index of refraction is known as well.

THE INCH SYSTEM.

According to the inch system of numbering lenses a glass of one inch focus is taken as the standard or unit, having a value of $\frac{1}{1}$.

There is no need for a lens as strong as this in practice, and hence it is not included in the trial case. All the lenses in common use are weaker, and must be expressed in fractions. A lens having a focal distance of two inches—that is, twice the length of the focal distance of the unit—would possess one-half its strength, and would be expressed by the fraction $\frac{1}{2}$. A lens having a focal distance of ten inches—that is, ten times the focal length of the unit—would possess only one-tenth of its power, and would be expressed by the fraction $\frac{1}{10}$.

Thus it will be seen that the weaker lenses are fractional parts of the unit, and that the denominator of the fraction expresses its focal length.

This is the system that has been in common use until of late years, and is still adhered to by the older opticians of the present day; and, although a fairly satisfactory system, it is open to the following objections:

1. It represents the focal distance of a lens rather than its refracting power, and it is the latter in which the optician is more particularly interested.

2. The variation in the value of the inch in different countries, which has already been referred to.

3. The unit of the inch system is so strong that it is never used, and the weaker numbers which are in common use must be expressed in fractions.

4. The interval between the lenses is not regular nor uniform. The interval between any two lenses of the inch system can never be the same as between two other lenses of the same system; for instance, the interval between a nine inch and a ten inch lens is not the same as between a ten inch and an eleven, or between an eleven and twelve; which is made more evident when we reduce the sum to its proper fractions, and consider the difference between $\frac{1}{9}$ and $\frac{1}{10}$, between $\frac{1}{10}$ and $\frac{1}{11}$, and between $\frac{1}{11}$ and $\frac{1}{12}$. In the first it is $\frac{1}{90}$; in the second it is $\frac{1}{110}$, and in the third $\frac{1}{132}$, showing very evident differences. This lack of uniformity in the intervals between the lenses, and the irregular gradations between the numbers, certainly constitutes a substantial objection to the inch system.

5. The last and perhaps the greatest difficulty is in the combination of lenses, as the addition and subtraction must be made entirely in fractions. Suppose for instance it is desired to combine a forty-inch lens and a twenty-inch lens. We are interested particularly in the refractive power of the lenses, but we have only their focal distances, which are forty and twenty inches respectively. We cannot add forty and twenty together; how then can it be done? There are doubtless many opticians fitting glasses at the present day who would hardly be prepared to answer this question.

The refractive power of a forty-inch lens is one-fortieth of the unit, and of a twenty-inch lens one-twentieth of the unit, and hence they are written $\frac{1}{40}$ and $\frac{1}{20}$.

Then the problem would be $\frac{1}{40} + \frac{1}{20} = \text{what?}$

Almost any bright school boy could work out this problem, but it is a somewhat tedious process; consumes time, involves figuring and can scarcely be done mentally.

We reduce them to a common denominator, when $\frac{1}{40} = \frac{20}{800}$ and $\frac{1}{20} = \frac{40}{800}$, and the sum of the two equals $\frac{60}{800}$, which, on being reduced to its simplest form, equals about $\frac{1}{13}$. Inasmuch as 40 is a multiple of 20, we know that $\frac{1}{20} = \frac{2}{40}$, and thus we have $\frac{1}{40}$ and $\frac{2}{40} = \frac{3}{40} = \frac{1}{13}$.

But if we wished to add a forty-eight-inch lens to an eighteen-inch lens there is no short way of doing it, but we must add these numbers for our numerator and multiply them for our denominator, when the result will be $\frac{66}{864}$, or about $\frac{1}{13}$.

Suppose a patient is wearing an eleven-inch concave lens for distance, and a thirty-six-inch convex lens is placed over it for reading, what is the number of the reading glass? This practically means a subtraction of $\frac{1}{36}$ from $\frac{1}{11}$, which, being worked out as indicated above, equals about $\frac{1}{16}$.

Inasmuch as the necessity frequently arises in the every day experience of all opticians for the addition and subtraction of lenses, who will say that the use of these fractions, does not constitute a formidable objection, and one that is fraught with many liabilities to error?

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

BOOKKEEPING, ACCOUNTING, AND FINANCIAL.—(Continued.)

FITTING UP THE OFFICE.

AN OFFICE TICKLER.

A VALUABLE aid to office work is what bookkeepers call an "office tickler," or sometimes a "memory jogger," the device being essentially a file so arranged that matters may be filed away to be attended to at a given day in the future. The device may be purchased from the makers of desks and filing cabinets and is most convenient when fitted in one of the desk drawers.

By means of thin cards with index tags the drawer is divided into a number of pockets, one for each day of the present month and one for dates in advance. Into its proper pocket is slipped the bill or memoranda of anything to be attended to on each date, and the first duty of the morning is to lay out on the desk the contents of the pocket bearing that date. For example, a bill is received to-day with the terms "two off ten days," the bill, or a memorandum of it, is inserted in the compartment, say eight days ahead, and when that date comes around this bill and the other matters to be attended to on that date will be emptied out on the desk for proper attention. An office tickler is a great aid to the business man as it enables him to thoroughly keep track of things without having to "keep them in mind."

THE PAYMENT OF BILLS.

The business man who aims to keep his credit good must needs practice the utmost exactitude in the payment of bills, adhering closely to the terms on which he is sold; where a house sells him at two off ten days, thirty days net, the implied contract—in the business world an implied contract is as binding as a written one—is that if he wishes to take advantage of the cash discount his remittance must reach the party of whom he bought by the tenth day after the date of the bill, and not a day later.

Some merchants are in the habit of paying bills within two or three days of date, without stopping to reflect that they are simply losing the use of the money for a few days. Even if the money is of no more use to them than to fatten their bank balance, there is no use paying it out when there is nothing to be gained by premature payment. The merchant should, however, carefully see to it that his remittance is sent so that it will reach his creditor on the tenth day, and not start it off on the tenth to reach the creditor one or more days afterward, according to the distance it has to travel.

A METHOD OF ORDERING AND FILING GOODS.

My own method of ordering goods and filing the orders is as follows: the order is made in duplicate on the typewriter with the aid of carbon paper, the original be-

ing sent as an order, and the duplicate filed in a letter clip and hung up in the back room where goods are received and unpacked. When the goods arrive they are at once checked off on the duplicate, marked and put in stock. When the bill comes it is checked off from the duplicate and any omissions noted on the margin of the duplicate and afterward carried forward to the want book to be reordered. Then the bill is taken to the price book and the prices entered in that, the price book being a "loose leaf" book, ruled as follows:

Location	Article.	From.	Date.	Quantity.	Cost	Sell.
$\frac{1}{2}$ in.	8 inches.	1 in.	1 in.	1 in.	1 in	2 in.

If the bill needs correcting—there is hardly one in ten absolutely correct from the jobbing houses—it is at once mailed back for correction and on its return is filed in a desk drawer marked "To Pay," after being first credited to the ledger account of the wholesale house from whence it came. Small and sundry bills are filed in the same way, and a memorandum of the bill, or sometimes the bill itself, if it is to be paid in a few days, is placed in a pocket of the office tickler so that it will receive attention at the proper time. After a bill is paid it is then transferred to the filing cabinet, where it stays until the end of the year.

THE PAYMENT OF BILLS.

All bills are paid in ten days from date, even those of the jobbing houses from whom goods are received nearly every day, a remittance being made every ten days to cover as nearly as possible the goods purchased during that period. The amount remitted being in round figures, it is not always possible to have it exact, as bills may not be in hand, or may have been returned for correction, etc. Sometimes the remittances are slightly more than is owed, sometimes they fall a little short, but this method of paying secures an extra cash discount, a first-class credit and the assurance that the house will strain every nerve to satisfy the buyer and retain the account.

When a bill is incorrect the amount of the bill and the errors are noted on the duplicate order, so that a glance at the duplicate order file tells at once what orders are out and the goods not yet received, and what bills have been received and sent back for correction.

POINTS IN THE PURCHASE OF RUBBER GOODS.

Buying rubber goods direct from the factory has other advantages besides a considerable saving in price. The goods are usually fresher, and in dealing direct with the maker you can hold him responsible for the quality. A bad lot of goods is inevitable once in a while, but in dealing direct it is a simple matter to replace inferior with better goods. As to the advantage in price, my own experience a few years ago will illustrate that. We had been buying a bag in small quantities from the jobbing house, and paying \$8.50 for the two-quart size. Looking around for something better I found a superior looking bag at \$8 a dozen at a specialty house, and it was really of a better quality of rubber as well. After running this one season I discovered the address of the makers, and corresponded with them, with the result that I succeeded in buying the same bag direct for \$7.50, though the trade-mark of the specialty house was no longer attached. The next season another rubber house in bidding for our trade offered to duplicate the bag for \$7 per dozen, and the bag they gave us is still better than any of the others, being thicker, softer and containing less compound. It is not necessary to buy any very large quantity at a time, lots of three dozen assorted being the usual order.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

American Journal of Pharmacy, July.

The International Pharmaceutical Congresses. By Dr. Fr. Hoffmann.—The author begins the history of the international pharmaceutical congresses by a reference to the annual meeting of the French Society held at Strassburg, in August, 1864, at which the disadvantages of the constantly increasing manufacture of and trade in secret remedies were discussed, and a resolution adopted calling for an international conference of delegates of the representative pharmaceutical organizations for the consideration of and action upon this matter. The next step in the history of the organization was taken at the annual meeting of the general German Apothecaries' Association held September 14 to 16, 1864, at Wiesbaden. The committee which took up this matter suggested for consideration at the proposed Congress the subjects of uniformity of formulas in stronger galenical preparations and in the units of weights and measures. In April, 1865, an invitation for and programme of an international Congress was issued by the presiding officers of the North and South German Apothecaries' Associations to be held in Brunswick on September 16 and 17, 1865: A few sessions were held only, and were attended by twenty-nine delegates representing twelve pharmaceutical societies of Germany, Austria, Russia, France and Sweden. The second Congress, which was held in 1867, at Paris, was attended by delegates from France, Holland, United States, William Procter, Jr., of Philadelphia; and John Faber, then presiding at Nuremberg, Germany, Austria-Hungary, Russia, Spain, Switzerland, Italy, Sweden and Egypt. At the third Congress held in Vienna in 1869 the following countries were represented, Austria, Germany, Russia, France, Italy, Switzerland, England and the United States, John Faber, of Nuremberg, again appearing as a delegate. An invitation was extended by the American Pharmaceutical Association at the meeting held in St. Louis in 1871 for the International Congress to meet at the Centennial Exposition at Philadelphia in 1876. The invitation, however, was not accepted. The article is to be continued in a later number.

Relationship Between Chemical Constitution and Physiological Action. By Prof. Virgil Coblentz.—Continuing the article begun in the June number, the author takes up in this issue the relationship between taste and chemical constitution; the antipyretics, showing the various steps which have led up to the discovery of those antipyretics which are now in most general use, and the local anæsthetics.

Story of the Papaw. By F. B. Kilmer.—Continuing the article begun in the previous number, Mr. Kilmer directs attention to the milk juice which exudes from the papaw tree when its bark is cut. He advances the theory that the rapid coagulation of the papaw juice is due to the presence of a clotting enzyme, and states several of the reasons which have led him to advance this theory. This milky emulsion seems to be secreted in fairly large vessels lying just under the epidermis of every part of the plant. In the ripened fruit it seems to permeate through all parts of the fleshy portion of the fruit though in a somewhat changed character. The supply in a vigorous tree is very abundant, probably amounting to several hundred ounces, though no such amount could be obtained in practice. The dried milk is an article of commerce, a supply being usually obtained through the natives, who

make an incision just through the rind of the green fruit, catching the milk which flows out in a dish, and which continues to flow slowly for about twenty-four hours. If the juice is allowed to dry on the fruit it becomes discolored, the best results being obtained by removing the juice immediately and spreading it out in thin layers to dry. The author gives the results of several analyses of the dried latex, together with his deductions therefrom as well as the observations which have been made on the subject by various investigators. The article is continued.

The Hofmann Haus. By H. V. Arny.—This building, which was designed as a home for the German Chemical Society and kindred organizations and as a hospice for visiting foreign chemists, was erected at a cost of 575,000 marks, as a memorial to A. W. von Hofmann, the great pioneer of the aniline industry, at 4 Sigismund strasse, Berlin, and was formally opened on October 20, 1900. The initiative movement toward the erection of the building took place on Hofmann's seventieth birthday, when he was presented with a purse of 32,000 marks, which had been raised by subscriptions among his friends as a token of esteem. To this he added 8,000 marks of his own and returned the whole to the committee with the request that the sum be used for the advancement of chemical science. At the time of Hofmann's death in 1892, four years later, this had grown to 65,000 marks, and the German Chemical Society determined to use this amount as nucleus for the erection of a suitable memorial, and in November issued a call for subscriptions. Within three years from the issuance of the original appeal the subscriptions and interest thereon amounted to 176,000 marks, and during the next six months succeeded in bringing the funds up to 229,000 marks. In December, 1896, a site was purchased for the building at a cost of 275,000 marks, and a stock company was formed, bonds being issued, bearing 3½ per cent. interest. These bonds to the value of 140,000 marks were subscribed for and returned to the corporation, all claims of payment for both principal and interest being waived. The remainder of the bonds were subscribed for, and the interest thereon is paid from the rentals received from the various societies which used the house as a place of meeting. The total subscriptions, amounting to 236,751 marks, were obtained from 1,350 subscribers, the amounts subscribed ranging from 50 pfennigs (12 cents) to 20,000 marks, 244 contributors furnishing 221,850 marks. The house is still left with a debt of 160,000 marks, which it is hoped will be wiped out by subsequent donations or legacies. The author gives the history of this undertaking as a warning and guide to the American pharmacist interested in the establishment of the proposed Procter Memorial Research Laboratory.

Pumpkin Seed Oil. By Willard Graham.—The author finds that the commercial oil is obtained almost wholly by extraction, it being practically impossible to express the oil from the seed on account of their porous character. He gives the results of examination of oil extracted by himself and of that obtained in the open market.

The Anise Seed Oils and Anethol. By George R. Pancoast and Lyman F. Kebler.—The authors have examined a number of samples of commercial oil, the majority of which are found to be of fair quality, though some

are very much adulterated. Oils are occasionally met with which, while having a low congealing point, are not adulterated. These are the so-called "flower oils" obtained from a mixture of natural and artificially ripened seeds. Of five samples of commercial anethol examined, three were of fair quality. Two were labeled liquid anethol, and were simply redistilled oil of anise.

Pharmaceutical Review, July.

Legal Responsibility of the Pharmacist in the Sale of Poisons and Dangerous Substances. By J. H. Beal.—This article, which consists of extracts from a lecture delivered before the Department of Pharmacy of the University of Michigan, covers a very interesting and important field, and one which is rather neglected in the college curriculum. The liability of the pharmacist for the illegal sale of poison may be either criminal or civil. Where he sells or dispenses a poison contrary to the positive provisions of the criminal law and thereby becomes liable to prosecution in the name of the State this liability is a criminal one, and is independent of the question whether or not any injury results therefrom. Civil liability arises solely from injury done through a wrongful sale or improper dispensing of potent drugs, and is enforced through a civil suit for damages brought in the name of the person injured or of his representatives. Civil and criminal liability, while they may occur simultaneously, are independent of each other and may occur separately. Conviction or acquittal of criminal liability does not affect civil liability. The author states that a poison is "A substance which is inherently deleterious to life and health, that it must be taken into the system—i. e., into the circulation, and that it must act by means other than mechanical." He admits that this definition is open to criticism, since there is no known substance which is inherently poisonous in any quantity no matter how minute, and it is this weak point which has led to the insertion in the model pharmacy law of the American Pharmaceutical Association of a provision that it will not be necessary to place a poison label on the container "when a single box, bottle or other package, or when the bulk of two fluid ounces, or the weight of two avoirdupois ounces, does not contain more than an adult medicinal dose of such poisonous substance." On the whole a scientific definition of a true physiological poison is not sufficiently broad for all legal purposes while a legal definition broad enough to cover all noxious agents capable of destroying life would necessarily include many substances not true physiological poisons. The best legal definition of a poison is "That which when administered is injurious to health or life." A criminal administration of poison requires criminal intent, and the crime is the same whether or not the object is accomplished. Likewise if the intent to kill be proven, and another than the person intended takes the poison the crime of murder is complete. (This covers the charges in the Molineux case.) Civil responsibility arises from a mistake or negligence upon the part of the druggist or of his employees. The druggist is responsible only for injuries resulting from the want of ordinary care and skill. The highest degree of skill is not required of him, although more would be required of a druggist than of a grocer in this direction. The mere proof that the druggist is generally extraordinarily careful is not mitigation of damages resulting from a specific act of negligence or carelessness. Where a druggist had ground a medicine in a mill that had previously been used for a poisonous drug he was held liable for damages resulting. The plaintiff must not only show negligence or error on the part of the defendant, but must also show that he himself was not guilty of contributory negligence. Even though the defendant has

been negligent the plaintiff has failed to recover where by due care upon his part he might have avoided the consequences of the defendant's negligence. A druggist took down a jar containing extract of belladonna, which was so labeled, and began weighing out from it the quantity asked for under the impression that it was extract of dandelion. The plaintiff without being invited took some of the extract from the jar, swallowed it, and became seriously ill from belladonna poisoning. The plaintiff failed to recover damages on the ground that his own negligence had contributed directly to the injury, since the druggist might have discovered the error before the drug contained in the package done up by him had been used. Where the druggist warns the purchaser of the dangerous character of the medicine even though he fails to label it poison he is not civilly liable for damages resulting, though in this case he might be criminally liable. The article will be continued in a later number.

An Official Medicine Dropper. By Oswald Schreiner.—The author publishes an exhaustive study of the weight and size of drops, having made a thorough search of the literature of the subject and supplemented this by experiments. He points out that so far all argument and discussion has been based upon the weight of the drop and not its volume. Since all the liquid preparations of the United States Pharmacopoeia, with a few exceptions, are based upon volume, and since they are dispensed by volume it is as volume that the drop should be considered. Therefore, the author proposes that the drop be defined as 0.05 (1-20) part of a cubic centimeter, and that the official medicine dropper be graduated accordingly.

Guaicol Biniodide. By F. G. Ehler.—This substance is prepared by treating orthoguaiacol with an excess of sodium hydroxide, recrystallizing under diminished pressure, dissolving and precipitating with Lugol's solution. It forms a reddish brown tasteless powder with a faint odor of iodine, is readily soluble in alcohol, chloroform and fatty oils and insoluble in water and ether. The compound is easily decomposed. It has been suggested for use as an antiseptic and for the treatment of phthisis, though little attention has been bestowed upon it by the medical profession.

Classification and Occurrence of the Constituents of Volatile Oils. By Florence M. Gage and I. W. Brandel. (Continued.)—The current installment treats of the occurrence of methyl alcohol.

Druggists Circular, July.

How Can Pharmacy Secure Recognition as a Profession? By F. E. Stewart.—The author explains at some length that in order to be ranked as a profession, pharmacy must furnish its quota of altruistic service, and advocates the formation of an organization of professionally educated pharmacists working in co-operation with the medical profession to relieve human suffering.

A New Desiccating Apparatus for Experimental Work. By Prof. L. E. Sayre.—The apparatus consists of two accurately fitted hemispheres of four inches in diameter, the upper of which is fitted with a stopcock and the lower with a diaphragm, upon which the material to be desiccated is distributed. The lower hemisphere is surrounded by a hot water coil, and the previously desiccated air is drawn upward through the material spread upon the diaphragm by means of an ordinary vacuum pump.

Some Commercial and Other Hints. By Joseph F. Hostelley.—The author cites a case in which the druggist stood out manfully for his right to charge a higher price for a prescription than for the same preparation not on a

physician's order. The druggist set forth very clearly the claims of pharmacy to professional recognition, convincing his customer as he had convinced many others, and stated that he had gained not a little prestige by this method of procedure.—For storing hypodermic tablets a wall case is provided the back of which contains a perpendicular board about two inches in thickness, into the face of which holes are bored just sufficient in diameter to contain the hypodermic vials. Beneath each hole is a number printed in plain black figures, and pasted inside the door of the cabinet is an alphabetical index of the names of the tablets with reference figures telling the hole in which they will be found.—The author has observed two striking window displays, which vary from the usual type. One of these consisted of the prescription files fifteen years with a placard, "Our yearly prescription files, look how they grow, 1885-1900." Another display consisted of a carefully cleansed window absolutely empty, save for four placards reading "Courtesy," "Accuracy," "Promptitude" and "Quality."—A modern bread knife with a corrugated edge is an excellent instrument for cutting Castile soap.—In rainy weather an umbrella receiver should always be placed at the door.

The Art and Law of Merchandizing. By William L. Perkins.—This, the seventh paper in the series by Mr. Perkins, is devoted to the law of contracts.

The Treatment of Heat Prostration.—A hospital physician discusses the causation and treatment of heat prostration. If the temperature of the patient is high he should be bathed with cold water or rubbed with ice to reduce the temperature, the surface of the body being rubbed vigorously, the friction being applied preferably in the direction of the heart. A little whiskey and aromatic spirit of ammonia should be given before the bath, which should be repeated whenever the temperature rises to 103. If the pulse does not improve under the bathing, stimulants such as whiskey, aromatic spirit of ammonia, strychnine and digitalis should be administered. Antipyretics should be avoided as a general rule. Small but frequent doses of cold, but not iced, water should be given and a cathartic administered as soon as the fever is controlled. The most dangerous form of prostration shows a low temperature, which must be combatted by active stimulation hypodermically administered. It is almost impossible to overstimulate these cases. Hot water bottles, bricks and blankets should be resorted to to raise the temperature to normal. The usual sanitary precautions are recommended for the avoidance of sunstroke.

Pharmaceutical Era, July 4 and 11

Laboratory Notes.—Frederick T. Gordon, Pharmacist, United States Navy, describes three methods of assaying white hellebore. The principal method followed was based on Lyons' assay of veratrum viride. The two alternative methods are shorter, being described as follows: Weigh out Gm. 12 of the drug in fine powder, put it into a four-ounce bottle, and pour on it exactly Cc. 100 of a mixture of ether Cc. 88 and chloroform Cc. 12; shake thoroughly until all the drug is wetted by the liquid and add Cc. 5 of 12 per cent. ammonia water. Set aside with frequent shaking for at least six hours. Pour off exactly Cc. 50 of solvent from drug (equal to Gm. 6), evaporate to dryness in a dish, take up with a little acid free alcohol, add Cc. 10 of $\frac{N}{25}$ sulphuric acid and titrate back with $\frac{N}{25}$ alkali. Multiply the number of Cc. acid, neutralized by the alkaloids by 0.458; which will give the percentage of total alkaloids in the drug. Gordon's third method is based on the exhaustion of the

drug by dilute acetic acid, evaporating the acid solution to small bulk, shaking with ether to remove fatty substances, etc., then adding ammonia in excess and shaking out the alkaloids with ether and estimating as in the preceding process. Mr. Gordon also gives various identity tests for vanillin and describes a method of estimating the purity of a given sample.

Quality of U. S. P. Chemicals.—Fred. J. Wulling, Dean of the University of Minnesota, College of Pharmacy, gives the results of the examination of a number of U. S. P. chemicals and preparations.

Advertising for the Pharmacist. By H. F. Ruhl.—The author, who begins his paper by characterizing a pharmacy as a department store on a large scale, nevertheless contrives to give a good deal of sound advice on the subject of advertising a drug store. He declares that advertising is an expense and not an investment only (1) to a man who is mean, narrowminded, who overcharges, who takes advantage of his customers, or who sells inferior goods; (2) when advertising an article or line of goods at a very low price of which little or none is kept in stock, and then meeting the calls with, "I'm sorry, but we have sold out," etc.; (3) when pursuing Barnum's policy—"The people want to be humbugged." Advertising is an investment according to Mr. Ruhl (1) when a store deserves to grow; (2) when a store has the goods advertised; (3) when the ads are truthful; (4) when the goods and service are what the prospective customer has a right to expect after reading the ads.

Confining himself to newspaper advertising, circulars, booklets, store papers, etc., he gives preference to the folder or booklet. People are apt to read and preserve these where a circular would be thrown away. Small pages are recommended. It is extravagant to use any but good paper and ink. A cheap-looking piece of advertising matter will convey the impression that inferior goods are sold at the store. The paper used should not be lighter than what is known as 70-pound. Effective color combinations may be made by using paper and ink of the same color, as paper of a light blue printed in bronze blue ink; light green paper printed in dark green ink. In the setting of a folder or booklet not more than two styles of type should be used. A 12 or 18 point type for headlines [$\frac{1}{2}$ in upper and lower case], and an 8 or 10 point book type for the body matter. The title-page, of course, should have a larger face type.

In regard to store papers, Mr. Ruhl lays stress on originality of matter. Let the greater part of the reading matter be advertising or something relating to the business. A drug store has many points of interest to the public. Tell the habitat of some common drugs like rhubarb, licorice, ipecac, poke, etc. Tell how stick licorice is made; why pepper is gathered before it is ripe. Tell from what part of the plant cloves is obtained. Explain how difficult it is sometimes to get two lots of drugs of the same color. State your reasons for declining to sell poisons to children. In localities where the majority of families have servants, mailing the paper is recommended as perhaps the least expensive method. In tenement districts house to house distribution works best.

As to newspaper advertising, this is deemed most advantageous for the druggist in a small city or country town. It is a good plan to contract for newspaper space by the inch. If much has to be said, more space can be used; if the needs are not so great, the amount can be cut down. Advertising space is too expensive to use it to advertise yourself, or your wit, if you have any. Talk to the many through the paper as you would to a customer at your counter. If you were trying to sell a hairbrush

how many arguments could you put forth why that particular hairbrush, with solid back, with drawn French bristles, was desirable? In other words, write as you would talk. As to the setting of an ad in the newspaper our author's advice is not to use a border where borders are freely used by others. If few use borders, then use a border. It is best to adhere to one style of setting with the ad in a regular position. The headline should be set in 24, 30 or 36 point—the size used depending on the space. The heading should be set in upper and lower case. The body of the ad should not be set in smaller than 10 point type. If the paper is issued weekly, the ad should be changed every issue. If daily, change every day if possible, at least every second or third day. Three different ads on one subject changed each issue are much better than one ad left unchanged in three issues.

One Way to Advertise. By Nora J. Mitchell.—The title of this is a misnomer. Some general rules for the conduct of a drug store are given, and these are stated to be effective in retaining the patronage of lady customers.

Business Pharmacy.—Under this heading are printed articles embodying the personal experiences of druggists and drug clerks in economical methods of drug store management. "J. M. M." writes of the value of tact in drug store management, and speaks of it as the greatest gift that ever fell to the lot of man.—John R. Kelly handles the subject of the popular drug clerk, and alludes to the position he occupies in every day life. The opportunity afforded the drug clerk for the study of humanity is touched upon, and it is shown that the clerk must understand and sympathize with all the little ailments and frailties of the human body. There is one side of the drug clerk's life which calls for the exercise of considerable ingenuity. This is in relation to the tales and gossip which come every day to his ears. It requires consummate skill and tact on the part of the clerk to avoid the pitfalls in his path. He must not divulge anything which has been confided to him by his customers, and while he is often the storehouse of all the news of the neighborhood, he must guard this zealously, and not let out anything that would probably give rise to contention among his customers. The treatment of children who come to the store calls for consideration. Children should be treated with due courtesy and not growled at, as they can often induce their parents to let them go elsewhere, and thereby a great deal of trade is lost. The clerk occupies a somewhat trying position, being placed between two fires, those behind the counter as well as those before it whom he must treat with respect and caution. No doubt the employer will at times appear overbearing and too exacting toward his clerks, especially during the rush hours, when everybody is more or less in haste. Then truly the clerk must call on his patience and try to preserve as far as possible both to those before the counter and also those behind it an appearance of serenity, and to receive with as good grace as possible the reprimand or admonition, whether deserved or not for the time being, that the head of the establishment may deem it proper to administer.—P. J. De Pree contributes some suggestions on things a clerk may do toward increasing the business and profits of the drug store. First, he says a word to the boy, telling him how to avoid breaking bottles by draining them in boxes instead of on the shelf or in the sink. Oily graduates and mortars should be cleaned with sawdust, which is fully as good as alcohol and much less expensive. Keep the metal and glass about the fountain well polished by making this a part of the morning's work. Have regular times for looking over the syrups and stocking them. The general management of the soda fountain, including the

use of printed cards and signs is touched upon, and the author's ideas regarding the treatment of customers and the clerk's relations toward his employer are given.

Buying Goods. By Addison Dimmitt.—A paper read at the recent annual meeting of the Kentucky Pharmaceutical Association, in which the various points concerned with the skillful buying of goods are emphasized.

What is the Prime Cause of Failure of the Large Percentage of Applicants at the State Board of Pharmacy Examinations? By Louis Emanuel.—This paper was prepared in reply to a query of the Pennsylvania State Pharmaceutical Association, and it was presented at the last annual meeting. The author submits certain data which seem to indicate that, perhaps, one of the causes for so large a percentage of failures at the State Board of Pharmacy examinations is due to the fact that many applicants are incompetent, or the laxity of teaching colleges. It must be remembered, he says, that a college is more or less influenced by the prestige it gains in having a large graduating class and of recording few failures. Examining Boards of Pharmacy are not thus handicapped, their sole purpose being to see that none but proficient persons are allowed to enter the ranks of pharmacy. He appends a number of statistics compiled from one year's work of the Pennsylvania Pharmacy Board. These show the qualifications of applicants for registration and the knowledge possessed by them.

President's Address to the Kentucky Pharmaceutical Association. By C. Lewis Diehl.—Professor Diehl's address deals with various topics of timely interest. The rise and progress of the N. A. R. D. receives considerable attention. The deaths of Dr. E. R. Squibb and Dr. Charles Rice are noted, and Professor Diehl pays a well worded tribute of respect and esteem to the deceased.

A Plea for the Clerk. By "J. P."—The author records some of the experiences of a drug clerk with employers, which is an attempt to explain why some proprietors find it difficult to keep clerks for any length of time and why some clerks change places so frequently.

How to Make a Drug Store Pay. By E. C. Wright.—This treats of some methods of displaying goods which the author deems objectionable and suggests corrections.

Red Cinchona Bark. By Lyman F. Kebler.—The author calls attention to the fact that specimens of red cinchona bark are from time to time reported as containing an unusually high per cent. of total alkaloids and the relative proportion of ether-soluble alkaloids is also quite high. Recently he had submitted to him a sample of commercial red cinchona bark, which contained 7.59 per cent. of total alkaloids and 4.2 per cent. of ether-soluble material. The question naturally arose whether this really was red cinchona bark, and an examination showed that it appeared to be correctly named. Another sample which was labeled to contain 11 per cent. of total alkaloids and 8.5 per cent. of quinine was found to contain only 5.5 per cent. of total alkaloids, which certainly precluded the possible presence of 8.5 per cent. of quinine. The author remarks that cinchona barks are very difficult to extract completely. It seems almost impossible to cause the solvent to penetrate the cellular tissue thoroughly enough to completely deprive the bark of all its alkaloids. The best available methods at present consist of the modified Keller method and Lyons' General Process of Assay. If any one has a superior process capable of extracting a hundred per cent. more of the alkaloids than the author is able to do with the processes named he would be glad to learn of it.

Pharmaceutical Journal, June 22, 29, and July 6.

The Solubilities of Chemicals Mentioned in the British Pharmacopœia. By Henry G. Greenish and F. A. Upsher Smith (Continued).—The authors give the results of experiments to determine the solubilities in water of ammonium, potassium and sodium carbonates, lithium carbonate, ammonium phosphate, sodium phosphate, potassium nitrate, potassium permanganate, sodium arsenate, sodium hypophosphite, sodium nitrite, sodium salicylate, sodium sulphite, sodium sulphocarbonate, lead acetate, potassium acetate, potassium chlorate, potassium bichromate, ammonium benzoate, sodium benzoate, borax, potassium sulphate, sodium sulphate, calcium hydrate, caustic potash, potassium citrate, potassium tartrate, potassium bitartrate and sodium tartrate, and the details of the methods followed in each case are given. The results obtained by the authors are compared with the solubility figures given in the various pharmacopœias and by chemical authorities, and these are interesting as showing a considerable variation from the statements of the text books.

Vegetable Powders and Their Diagnostic Characters. By Prof. Henry G. Greenish and Eugène Collin.—The concluding portion of Section 2 describes the diagnostic characters of buckwheat flour, bean flour, lentil flour and pea flour, and the article is illustrated with excellent drawings of photo-micrographs, showing the microscopic appearance of the respective starch grains as well as the cellular construction of the flours.

Dispensing Solutions. By H. Foster.—Concentrated solutions of various chemicals are much used in hospital dispensing. A considerable saving of time is effected by their use, and this counts for a good deal when prescriptions are being put up at the rate of fifty or more an hour. The author disclaims any idea of bringing to notice anything new, and even admits that much of what he has to say will be perfectly familiar.

In many pharmacies where prescriptions are like angels' visits and even in those where they are fairly numerous, if sufficient time is available, the use of ready made solutions is both unnecessary and inadvisable. In hospitals and institutions the use of dispensing solutions is often an absolute necessity. The author advises the use of fairly strong solutions, both because a strong solution will keep better than a weaker one, and because if they are unnecessarily dilute their volume might be greater than the space available in the mixture. He names the solutions he has been using, and which his experience has shown to be convenient. Many hospital dispensers in this country employ a 1 in 1 solution of potassium iodide or of potassium acetate, but the author names only one drug which he uses in solution of this strength, and that is chloral hydrate. The strength of the solution equals 1 grain in 1 minim, 1 fluid ounce containing 480 grains. If 10 Troy ounces chloral hydrate be placed in a measure and distilled water added to 10 fluid ounces and stirred until dissolved, it takes nearly an hour to effect solution, the last few crystals being seemingly reluctant to disappear. But if the chloral and water be placed in a flask and the flask stood in hot water, with occasional agitation, the solution can easily be made in five or ten minutes. The author has found that 6 fluid drachms is the quantity of water to be added to 2 Troy ounces of chloral hydrate to form 2 fluid ounces of solution.

In the class of 1 grain in 2 minims solutions, 1 fluid ounce containing 240 grains, the author names only magnesium sulphate, although potassium acetate, potassium iodide, calcium chloride, sodium salicylate, and other salts are sufficiently soluble to be included. In the group of 1

grain in 4 minims solutions the author names ammonium bromide, ammonium chloride, potassium acetate, potassium bicarbonate, potassium bromide, potassium citrate, potassium iodide, soda tartrate, sodium bromide and sodium salicylate. The solutions of ammonium chloride and potassium bicarbonate are saturated or nearly so. For the bromides camphor water is used as a solvent. With potassium bromide a little camphor separates; less or scarcely any with sodium bromide and none at all with ammonium bromide.

Solutions of the strength of 1 grain in 6 minims—a fluid ounce containing 80 grains—consist of acid citric, acid tartaric, ammonium carbonate, ferri et ammon. cit., ferri et quinin. cit., ferri sulph., lithium citrate, potassium nitrate, silver nitrate, sodium sulphate, zinc sulphate. The author recommends the addition of one-tenth per cent. (1 in 1,000, about 10 grains to a pint) of salicylic acid to a solution of citric or tartaric acid, or of a neutral salt, such as alum, potassium nitrate or zinc sulphate as a preventive against the development of fungoid growths.

As a pharmacist putting up such prescriptions as are presented to him by customers the author admits he would not be justified in the use of solutions to which a preservative had been added, or even the camphorated bromide solutions already referred to, or a solution containing glycerin. (The solution of ferri et quinin. cit. is made with equal volumes of glycerin and water.) Hospital dispensers are allowed some latitude in this direction, and so long as they give what is prescribed no objection is raised.

Sodium phosphate solution is kept ready made in the strength of 1 grain in 8 minims, or 60 grains to the ounce; calcium hypophosphite 40 grains to the ounce; alum 30 grains to the ounce; sodium bicarbonate 30 grains to the ounce; potassium chlorate 1 grain in 24 minims, or 20 grains to the ounce. The author mentions a number of solutions where water is not the only solvent; thus borax of the strength 1 dram in 1 ounce is made by dissolving equal parts of borax and glycerin in the water. Quinine sulphate in the proportion of the strength 5 grains in 1 drachm is made by the formula: Quin. sulph. 1 Troy ounce; acid sulph. dil. 2 fl. oz.; water to 12 fl. oz. The author keeps a few drugs in a form of suspension. In this way he keeps salol and phenacetine, 20 grains to an ounce respectively, suspended in mucilage of tragacanth. Salol or phenacetine, 400 grains tragacanth mucilage to 20 fl. oz. Any drug so suspended must be in very fine powder. This is most important.

Something new is the author's concentrated emulsion, 1 minim in 4, or dram 2 in ounce 1. The general formula is:

Copalba	
or Cresotol	
or Oil of cajuput	
or Castor oil	
or Oil of santal	
or Turpentine	
or Terebene	fl. oz. 4
Powdered gum arabic	Tr. oz. 4
Tincture of quillaja	fl. oz. 1
Water to	fl. oz. 16

Put the powdered gum into a large mortar. Add all at once 6 ounces of water—that is, about as much water as with the gum would form mucilage. Rub and beat briskly until smooth. Add the oil in successive quantities with constant trituration, taking care one portion is emulsified before adding another. If the mixture becomes too thick add a little water. Lastly gradually add the remainder of the water and the tincture quillaja. In some cases, as with turpentine and terebene, this may be mixed with the dry powdered gum first, and then the water gradually added with constant trituration.

Archiv der Pharmazie, May.

Uganda Aloes. By A. Tschirch and J. Klaveness.—Uganda aloes was introduced in 1900 in the London market as a new species. It belongs to the type of Cape aloes and is found in commerce in the form of small chips or of larger pieces (bricks) styled "crown aloes." It is yellowish brown in color, the chips being translucent, and therefore belongs to the lucida varieties. The odor is peculiar, not disagreeable, and is especially marked when the powder is moistened. The authors found on distillation that this variety of aloes contains an essential oil which has a pleasant rose-like odor. The aloin of Uganda aloes is identical with that of Cape aloes, its formula being $C_{16}H_{16}O_7$, and its molecular weight 320. The resin in Uganda aloes is a paracumarinic acid ester of Uganda-aloe-resino-tannol. Uganda aloes also contain emodin. Uganda-aloin becomes emodin on standing in solutions.

Experimental Researches on the Origin of the Flow of Resin in Some Abietineæ. By A. Tschirch and E. Faber.—The authors performed a series of experiments upon *Abies pectinata*, DC., *Picea vulgaris*, Link., *Pinus silvestris* L., and *Larix Europea*, DC., in order to determine the origin of the large quantity of balsamic resin that exudes from wounds on the stems and branches of Coniferae, and in order to find what role the bark plays in the production of this exudation. They found that any wound which injures the cambium will produce exudation of resin in the four species examined. The exudation consists, first, of the "primary flow" of resin, which follows immediately upon the injury to the bark and wood, and lasts but a short time. Here the secretion comes from the secretory cells in the wood and bark (in the spruce tree only in the bark), and is therefore physiologic. The "secondary flow" is a pathologic phenomenon, and comes from the newly formed canals in the wood. These canals are formed around the wounded portion as a result of the irritation caused by the wound. They are formed schizogenously (by splitting and separation of the intercellular spaces—Ed.) and anastomose among each other, forming a network. No pathologic reservoirs for resin are formed in the bark, and therefore it cannot participate in the secondary exudation of resin. The secretion is formed in the canals themselves by a resinogenous layer which is found over the secreting cells. The secretion of resin continues until the wound is closed, new pathologic canals being formed around the wound every year. The intensity of the secondary flow depends entirely upon the size of the wound and the duration of the irritation. The irritation is more marked in the portion of a branch which is above the wound than in that below the wound, so that more canals are formed in the former portion. The resinous exudate, therefore, may be regarded as a healing balsam for the wounds of a tree.

Chemical and Physical Changes in the Oxides of Iron in Solutions. By Ed. Schaer.—The author studies the color changes in solutions of various ferric salts under different physical conditions.

The Relations of Hyoscyamine to Atropine, and of Scopolamine to Iso-scopolamine. By J. Gadamer.—E. Schmidt and W. Schuette have shown that in young belladonna roots there is primarily only hyoscamine, while the older ones contain, in addition, atropine. In the seeds of *Hyoscyamus niger* one finds only the normally polarizing scopolamine, while the scopolamine isolated from *Scopolia atropides* is a mixture of normally active and of inactive scopolamine. According to the present author the bases formed in the solanaceæ are primarily always optically active, and therefore consist of hyoscyamine and normally active scopolamine. The occurrence of the op-

tically inactive bases, atropine and iso-scopolamine, depends upon a gradual racemization. As this process has until now been observed only in the bases proper, and not in their neutral salts, the free bases probably exist in the roots, at least temporarily. Whether they are present in a solid form or in solution cannot be determined as yet. Only, if they were in watery solution we should expect autohydrolysis instead of autoracemization. Atropine and hyoscamine are but slightly soluble in water. In hot dilute solutions there will also be found dextra- and lævo-tropic tropine. The same occur in recrystallizing the free bases from alcoholic solutions. The author recommends the following process for the preparation of pure atropine from hyoscyamine or from mixtures of both bases. A similar process may be applied to the preparation of dextra-scopolamine from lævo-scopolamine: The bases are dissolved in absolute alcohol and a solution of sodium hydroxine in absolute alcohol at 5 degrees C. is added, so that 0.03 gramme of sodium hydroxine and 15 Cc. of absolute alcohol correspond to 1 gramme of the alkaloidal base. As soon as the solution becomes totally inactive—i. e., in about twenty-four hours—the sodium hydroxide is precipitated as carbonate by the introduction of carbonic acid gas; the alkaloidal solution is drawn off and condensed in vacuo to a small volume, whereupon the base is separated by the addition of water. It is important to leave the alkaloidal base in alcohol for as short time as possible. The loss in this process is less than in any other, but still amounts to from 5 to 10 per cent. (To be continued.)

Apotheker Zeitung, April 1 to 30.

Precipitates in the Fluid Extract of Hydrastis. By W. Meine.—A kilogramme of the official German fluid extract of hydrastis was allowed to stand in a cellar at ordinary temperature for four weeks. It was then found that the bottle contained a thick deposit which on drying weighed 17 grammes. This deposit was found to contain very small quantities of hydrastine, 46.28 per cent. of berberine and 4.12 per cent. of physostherine in a very impure state.

Titration and the Specific Gravity of Pure Hydrochloric Acid. By O. Schamatolla.—A very small amount of impurities alters the melting point of a solid. In the same way, a very slight admixture of impurities will change the titration figures of an acid, which hold good for a certain specific gravity of the acid to be tested. This is especially the case of pure hydrochloric or sulphuric acid of the Pharmacopœia. According to the official requirements, 5 Cc. of pure hydrochloric acid should be neutralized by 38.5 Cc. of normal potassium hydroxide solution. This is, however, a purely theoretical figure, as no one has ever obtained an acid that is absolutely pure, except perhaps in a platinum crucible, and then only for a few minutes, for even after a short time the acid will show different titration figures with the same specific gravity. In chemical works the acids are made so as to give the required titration figures, while their specific gravity is therefore almost always 0.002 to 0.003 higher than the standard. A sample of freshly distilled acid showed no traces of iron, but after three weeks a marked ferric reaction, a strong sodium flame and a weak potassium flame were obtained on testing this sample. The alkaline metals in the glass in which the acids are kept have something to do with these impurities. The Pharmacopœia should, therefore, modify its strict requirement as to specific gravity for acids, and should allow a variation between 1.124 and 1.126 for pure HCl, provided the titration figure remains 38.5 for 5 Cc.

Adulteration of Spirit of Camphor. By O. Schmatolla.—The examination of spirit of camphor according to the rule given in the German Pharmacopœia leaves too much possibility for adulterations. The trouble is that the result varies with the strength of alcohol used in testing. Thus, the Pharmacopœia prescribes that when at least 4.6 Cc. and at most 5.2 Cc. of water are added to 10 Cc. of spirit of camphor, there should be a precipitate of the gum. If raw camphor, adulterated by the admixture of camphor oil, be used to make the spirit of camphor, the precipitate will be obtained more easily, the oil itself causing a turbidity. A pure spirit of camphor does not give any opalescence, but on addition of one or two drops of water a precipitate from a perfectly clear solution occurs at once.

Pharmaceutische Centralhalle, April 4.

Important Vegetable Parasites Affecting the Growth of Cultivated Plants in Forestry and Agriculture. By R. Beck.—A description of the principal parasites which play a role in the economy of forestry and agriculture.

Pharmaceutische Post, April 14, 21 and 28.

The Alkaloidal Constituents of Oil of Hyoscyamus. By Dr. R. Firbas.—Dieterich analyzed samples of concentrated oil of hyoscyamus, and found that this oil contains very small quantities of alkaloids. The oil dissolves but one-fifteenth of the alkaloidal constituents of the hyoscyamus leaves used in the preparation. The writer recommends Dieterich's method of preparing this oil, and emphasizes the fact that by the quantitative estimation of alkaloids or other active principles in galenical preparations an improvement can be secured in the methods of preparation, because quantitative analyses call attention to the defects in the present methods. This is illustrated by the contrast between the alkaloidal strength in the official oil of the Ph. G. and the oil of hyoscyamus as prepared by Dieterich in Helfenberg. The difference between the pharmacopœial product and that of Dieterich was in one instance as 0.0145 is to 0.035. Dieterich's formula is as follows: 100 Cc. of powdered hyoscyamus are mixed with 75.0 Cc. of 95 per cent. alcohol to which 2.0 Cc. of 10 per cent. watery solution of ammonia have been added. The wet powder is pressed into an earthenware vessel, covered and allowed to stand for six hours. Next, 600 Cc. of olive oil are weighed, mixed with the powder and digested for from ten to twelve hours, stirring from time to time, at a temperature of from 60 to 70 degrees C., and then the oil is expressed. The residue is once more treated in the way indicated above with 400 Cc. of olive oil; the two oily extracts are mixed together and heated for half an hour on the steam bath, stirring from time to time. The preparation is then allowed to stand for two days in a cool place, and filtered. The product measures about 920 Cc. The addition of ammonia secures the solution of the alkaloids in the leaves and thus renders them ready to be dissolved by the oil. The product has a fine green color.

Pharmaceutische Zeitung, April 3 to 30.

Algerian Oil of Rue. By Dr. H. v. Soden and Dr. K. Henle.—A sample of this oil was recently received in Germany. It differs considerably in odor, as well as in chemical and physical properties from the oil imported from Andalusia and from France. Even at very low temperatures no methylheptylketone was separated from it. The oil is of a pale yellow color and has a characteristic odor of rue, with a secondary odor resembling that of certain ketones of the fatty series, like methylhexylketone. Its specific gravity is 0.842 at 15 degrees C.; its optical rotation is — 5 degrees. It does not freeze at — 15 degrees

C., and its saponification figure is 64. According to the author, this oil consists chiefly of methylheptylketone, with small quantities of methylheptylketone, and other substances, among which there are some esters of unknown alcohols.

The Constituents of Oil of Calamus. By H. Thoms and R. Beckstrom.—In a previous number of this journal, v. Soden and Rojahn published an article in which they spoke of a crystalline constituent of oil of calamus. They obtained this substance by fractional distillation from the constituents which boil at the highest temperatures. The present authors have found the same body, $C_{15}H_{26}O_2$, in this oil, and in addition also a second crystalline constituent, which melts at 61 degrees C., and which on closer examination proved identical with asaron, $C_{12}H_{16}O_2$, the phenol-ether which has heretofore only been found in the essential oil of *Asarum europæum* and in oil of Matico. The authors also found a connection between this asaron and the peculiar odorous constituent of calamus oil. They will report in full on this subject to the Deutsche Chemische Gesellschaft.

Causes of the Inactivity of Strychnine. By Herr Prescher.—The author calls attention to the fact that the time which strychnine takes to act in animals can be regulated to a certain extent by attention to the fullness of the stomach. While the action of the poison only begins an hour after ingestion, as a rule, and two or four hours may elapse till death ensues, strychnine shows its effects within five minutes if the animal had fasted for a few hours previously. A sausage poisoned with strychnine is perhaps the best way of giving the drug, as an ordinary solution will not be readily taken by dogs. The author calls attention to the value of tannin as an antidote against strychnine. Tannin is always accessible to the laity, and is harmless, as compared with chloral, etc. Tea and coffee contain tannin, and may be used to mask the taste of strychnine when handling large quantities of the drug.

Pharmacy of Orthoform.—Chemically considered, orthoform is the methyl-ester of para-amido-methoxy-benzoic acid. It is a white non-hygroscopic voluminous powder without odor or taste, only slightly and slowly soluble in water, but readily so in alcohol, ether and collodion. It is incompatible with silver nitrate and the organic silver albuminoid preparations with formaldehyde, potassium permanganate, antipyrin and bismuth subnitrate. It can, however, be combined with solutions of mercuric chloride, tincture of iodine, turpentine, solutions of copper sulphate, iodoform, dermatol, zinc oxide, eucaphen, aristol, calomel and salicylic acid, also applicable with 3 to 5 per cent. solutions of carbolic acid, lysol and creasol solutions. Einhorn and Heinz called attention to the fact that all of the amido benzoic acid ethers were anæsthetic, some of them (orthoform, nirvanine and eucaine) being also decidedly germicidal, solutions remaining sterile indefinitely. These same experimenters clearly showed that all esters of the aromatic hydroxy-amido acids possessed local anæsthetic properties. Orthoform is a type of these compounds.

Hetoform is a new preparation of bismuth. It is the cinnamate of bismuth, $Bi(C_6H_7O_2)_3$, and contains (*L'Union Pharm.*, May, 1901, p. 198) about 63 per cent. of Bi_2O_3 . It is prepared by mixing crystallized bismuth nitrate with sodium cinnamate. The product is washed in water till the residue no longer contains traces of HNO_3 , then dried at 70 degrees C. It occurs as a white powder with an odor of cinnamon.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Prescriptions for Criticism.—F. C. D. submits the subjoined prescriptions with a request for an expression of our opinion thereon:

- (1) $\mathcal{R}$ Tinct. hyoscyaml. $\mathfrak{z}\text{iv}$
Tinct. capsici. gtt. xxxij
Spirit ammon. arom. q. s. ad. $\mathfrak{z}\text{iv}$

M.

Sig. Tablespoonful every hour.

- (2) $\mathcal{R}$ Morphin. sulph. gr. 1
Atropin. sulph. gr. ii
Glycerin. $\mathfrak{z}\text{i}$

M.

Sig. A few drops in ear every two or three hours.

A slip of the pen has evidently been made in prescription No. 1. While thirty minims of tincture of hyoscyamus is not an excessive dose, it is unusual to give so large a dose of aromatic spirit of ammonia as is here prescribed. The physician probably intended to prescribe $\mathfrak{z}\text{iv}$ of aromatic spirit of ammonia and to dilute with water to $\mathfrak{z}\text{iv}$, which would reduce the tablespoonful dose of the mixed ingredients to the customary amounts. The prescription would then read:

- $\mathcal{R}$ Tinct. hyoscyaml. $\mathfrak{z}\text{iv}$
Tinct. capsici. gtt. xxxij
Spirit ammon. arom. $\mathfrak{z}\text{iv}$
Aque, q. s. ad. $\mathfrak{z}\text{iv}$

M.

Sig. Tablespoonful every hour.

There is nothing unusual about prescription No. 2. The amount of atropine prescribed is not excessive, seeing it is intended for external application.

Was it to be Applied Externally?—R. H. L. writes: "Inclosed find copy of prescription presented at my store this evening (July 8, 1901) to be filled. How is this for high? Of course, it was turned down."

The prescription reads:

- Sodii salicylatis. $\mathfrak{z}\text{ij}$
Potass. iodidi. $\mathfrak{z}\text{ij}$
Codein. sulph. grs. xx
Morphin. sulph. grs. v
Antikamnia. $\mathfrak{z}\text{ij}$
Syr. acacia. $\mathfrak{z}\text{ij}$

M.

Sig. Teaspoonful every four hours.

To Clean Straw Hats.—C. A. L. asks: "What is the best acid or preparation for cleansing and bleaching straw hats?"

Undoubtedly the best cleansing and bleaching agent for fine straw hats is a solution of hydrogen dioxide. Oxalic acid, lemon juice and solution of potassium superoxide are variously used and popularly preferred, but experience demonstrates that they are each inferior in either cleansing or bleaching properties to hydrogen dioxide. The latter is best applied in its commercial strength (3 per cent., or ten volumes), diluted with an equal quantity of cold water, and rubbed vigorously into the straw by means of a stiff tooth or nail brush. After the dirt and dust have been washed off it is well to go over the straw with an application of the solution of full strength, and then hang up the hat to dry in a current of air and exposed to the sun. The hat may then be varnished with a solution of white shellac in alcohol, or gum acacia in water, if desired. In cleansing a varnished hat it is necessary to first remove the coating of varnish by scrubbing it with wood alcohol.

Elixir Glycerophosphates of Lime and Soda.—F. C. W. asks us to publish a working formula for an elixir of the glycerophosphates of lime and soda, to contain 8 and 4 grains respectively of the lime and soda salts in each fluid ounce. He also asks as to whether there is any difference between a *glycerinophosphate* and a *glycerophosphate*.

The glycerophosphate salts are not well adapted to exhibition in elixir form, being almost insoluble in wines and syrups, etc. They are, too, exceedingly unstable, and in consequence are recommended to be dispensed in distilled water or in glycerin. The calcium salt is most employed, though it is frequently prescribed in combination with the sodium salt. The neutral salt of calcium glycerophosphate is difficultly soluble in water, and the galenic preparations of the salt usually contain it in its acid form, half an equivalent of the calcium being removed by means of oxalic, citric or tartaric acid. P. Carles has proposed the following method of preparing a solution: Suspend 10 Gm. of neutral calcium glycerophosphate in 80 Cc. of water at 40 to 50 degrees C., add 2.75 to 3 Gm. of tartaric acid, shake the mixture, and filter after standing two hours. Pass sufficient distilled water through the filter to make 100 Gm. An excellent syrup of calcium glycerophosphate is obtained by dissolving 160 Gm. of sugar in 100 Gm. of the above solution either in the cold or on a water bath.

We do not know the composition of the proprietary article to which our correspondent makes reference in his letter to us. It is possible, perhaps, to obtain a solution, in elixir form, of the two salts of the required strength with the addition of a flavoring like sherry wine, but the quantity of alcohol must be exceedingly limited, since the salts are precipitated from their aqueous solution by alcohol. The solution of the salts in aqueous mixtures may be facilitated by the addition of citric acid in the proportion of 1 part of acid to 10 parts of salt, but solutions prepared after this method do not keep well, and require the addition of a preservative, say chloroform or cinnamon water. Having the foregoing in mind a form of elixir such as is required by our correspondent may be compounded after some such formula as the following:

- Sodium glycerophosphate. Gm. 10
Calcium glycerophosphate. Gm. 20
Citric acid. Gm. 2
Sugar. Gm. 610
Water. Gm. 840
Sherry wine and coloring, q. s.

Dissolve the salts and the acid in the water, and in this dissolve the sugar by agitation in the cold, adding sufficient sherry wine to bring up the bulk to 1,000, and coloring with caramel. Any aromatic syrup may be used instead of the sugar and water, or a mixture of glycerin and aromatics could be substituted entirely for the syrup; in fact, a French journal has suggested the use of a flavoring syrup made as follows:

- Extract kola. Gm. 10
Extract orange, bitter. Gm. 5
Glycerin. Gm. 50
Syrup, to make. Gm. 1,000

Dissolve the two extracts in the glycerin with heat; allow to cool; add the syrup and filter.

Wine of Calcium Glycerophosphate is made according to the following formula by P. Carles, a French

pharmacist: Suspend 10 Gm. of neutral calcium glycerophosphate in 666 2-3 Cc. of good sherry wine at 40 to 50 degrees C., add 2.75 to 3 Gm. of tartaric acid, shake the mixture and filter, after standing two hours. A portion of the calcium salt will be deposited on the filter, and this should be washed through by the addition of enough wine to bring up the bulk to 1,000 Gm. If oxalic acid is used instead of tartaric acid, the wine will be less apt to deposit acid potassium tartrate on keeping.

The two terms *glycerophosphate* and *glycerinophosphate* are applied indifferently to the same substance. We suppose the second form more correctly describes the chemical nature of the substance, but the first named is more generally used by American pharmacists.

A suggestive note on the glycerophosphates, with a formula for a syrup, was printed in our last issue on page 14.

"Solid Formaldehyde."—F. W. B. writes: "Please inform me of a process by which I may make 'solid formaldehyde'—that is, a preparation to contain a 40 per cent. solution of formaldehyde in a solid form, which might be put up in ointment boxes. It is essential that the finished product should contain 40 per cent. of formaldehyde."

Our correspondent fails to state the character of the product he desires, whether oily or mucilaginous, soluble or insoluble in water. The query presents some difficulties, and we should prefer to get a more definite idea of what is exactly wanted. Formaldehyde is readily converted into its polymer paraformaldehyde by the careful evaporation of its aqueous solution. Paraformaldehyde is precipitated, and on drying is changed into trioxymethylmethane. On heating this either in its dry form or in the presence of water, it is reconverted into formaldehyde. It should be possible to combine paraformaldehyde with some inert powder, like kaolin or talcum, and mass the mixture into a paste of any required consistency by means of tragacanth, which could then be put up in ointment pots, but we regret we are unable to speak from actual experience on this point. The foregoing may suggest something to our correspondent, and if so we hope he will communicate results for the benefit of others.

Cocanut Oil Soap.—H. D. Co.—The simplest form of this soap is that quoted by Hager in his "Handbuch der Pharmaceutischen Praxis," as follows:

Cocanut oil.....Gm. 666
Solution of caustic soda (32°-35° B.).....Gm. 334

The mixture is saponified in the usual way, the oil being melted by a gentle heat (not to exceed 112 degrees F.) and the soda solution added with constant stirring until the mass is nearly cold, then molded or pressed into forms. It may be perfumed violet with extract of cassie.

A fine toilet cocoanut soap may be produced after the following process: To every 100 pounds of perfectly pure soap add 5 pounds of cocoanut oil, 3 pounds of powdered Florentine orris root, 1½ pounds of glycerin and 8 ounces of borax, and scent with extract of cassie to produce the violet odor. Make an intimate admixture of these ingredients and run into a setting frame, to be finished by melting and pressing in a die.

The following formula for a toilet cocoanut oil soap is given in a German soap makers' journal:

	Parts.
Tallow (free from acids).....	37
Butter or lard.....	37
Cocanut oil.....	16
Talc.....	4
Soda lye, 30° B.....	45
Glycerin.....	13

Mix the talc with the oil previously heated. When the temperature is at 113 degrees F. the lye is added and thoroughly stirred so that a soap is formed. Cocanut oil is usually saponified at a comparatively low temperature, because (unless first-class Cochin cocoanut oil is used) the resulting oil would acquire a disagreeable odor by heating.

The soap is scented by adding to every 5 pounds of it 8 Gms. of the following mixture:

	Parts.
Oil of bergamot.....	130
Oil of sweet orange.....	70
Oil of bitter almond.....	30
Oil of vetiver.....	5

When completely set it is cut into suitable pieces, or may be pressed in molds.

To Color Hair Gray.—G. L. G.—In addition to our previous note on this subject, we quote the following from "Pharmaceutical Formulas:" First the hair is carefully brushed with a warm and strong solution of caustic soda most carefully applied, then washed with warm water and dried with a soft towel. Next a permanganate solution is applied with a tooth brush, and the hair combed with a perfectly clean comb. After a short time the hair is sponged with water and brushed with a hyposulphite solution until the manganese color is entirely discharged.

Information Wanted.—B. and C. wish the address of the manufacturers of "Professor Charles' Complexion Soap."—M. C. wants the names of a few manufacturers of small candles that burn about eight hours, and commonly called night candles.

CORRESPONDENCE.

Percentage Solutions of Potassium Iodide.

To the Editor:

Sir,—Until recently it was an understood fact that we could obtain a 100-per cent. solution of a salt by dissolving one part by weight of the salt in enough solution to make one part by measure.

Advanced theory, however, proves that the highest possible percentage which could be obtained is 99 per cent.

Now, if you dissolve one grain of potassium iodide, for example, in enough water to measure one minim, you do not get a 100 per cent. solution, as would be supposed theoretically; you actually have a 50 per cent. solution, because you really have an equal part of both salt and water present in the resulting solution.

Again, if you could dissolve 99 grains of a salt in 1 minim of water, you would obtain in the resulting solution a 99 per cent. solution, because you have 99 parts of salt and 1 part of water.

In potassium iodide there is no water of crystallization, so in itself it is 100 per cent. So how can you get a solution of 100 per cent. by adding a drop of water. Can that quantity produce a solution?

CHAS. A. LOTZ.
K. Schnackenberg's Pharmacy, 437 Amsterdam avenue.
New York.

We have received "The Eighty-first Annual Announcement of the Philadelphia College of Pharmacy," containing a historical sketch of the college, an account of the plan of instruction pursued in the various courses, besides much additional information for the prospective student. Copies can be obtained gratis on request to the Philadelphia College of Pharmacy, No. 145 North Tenth Street, Philadelphia, Pa.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

TEXTS NEVER LACKING.

TO one who constantly prepares advertising it comes to be a source of wonder that druggists ever lack for subjects for ads. Yet thousands of pill rollers find it a dismal task to scare up material for an ad every three or four weeks. Each one of these would strengthen his bank account if he would, as a matter of discipline, force himself to grind out an ad every day for a few months. He would find it coming easy after while, and if he published his efforts at short intervals he would find business coming easier also. I know of several druggists with stores of moderate size, located in medium sized towns, who have changed their ads daily for years, and not one of these would think now of doing otherwise. One, especially, has for five years used two ads a day—a different ad for each of his daily papers. That means over 3,000 ads, and none has ever been repeated. And the trick is perfectly easy once you get the swing of it. You can feel assured that any man anywhere who does that sort of thing is certain to get a tremendous grip on his community.

In hot weather advertising is quite apt to lag—"nothing to advertise," they say. But there always is. If you lack material to-day here are subjects that are seasonable, and the list might be made five times as long:

Insecticides, Perfumes, Bath Supplies, Corn Cure, Infant Foods, Nursery Supplies, Whisks and Clothes Brushes, Bowel Remedies, Thermometers, Disinfectants, Prescriptions, Soda Water, Tan Lotion, etc.

On many of these subjects, changes can be rung any number of times. Never worry about a subject; shut your eyes and point blindly in some direction; then look where you point. The chances are that you will have in line two or three items that should suggest an ad.

Award of the Prize.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to W. S. Branch, Parker, S. Dak.

CRITICISM AND COMMENT.

The prize is awarded to W. S. Branch for the general excellence of a number of ads sent in. Two are reproduced. All of these ads occupied a space of five inches, double column, and those with a large amount of white space were very conspicuous. These ads are very well written, and can be depended upon to make an impression upon the reader. I do not regard headings of the Hed-Ake order with very great favor. It appears like a straining after effect, and if it strikes the reader in that light it impairs results. The natural heading here was, "Headache cured for a cent," and this would be the more forcible of the two.

A MEATY AD.

The ad of the Mattison Avenue Pharmacy is an unusually attractive one, for so solid an ad, and the text is very convincing. Advertising of this high order of merit

Pure ❧ ❧

Baking Soda

Ordinary, commercial Baking Soda is not pure. It is not refined to the point of absolute purity, as the refining process adds to its cost.

The Baking Soda we sell is made by Squibb, renowned for the perfection of his products. This soda is absolutely, chemically pure. It will give the housewife better results and is more economical to use than the commercial grades. But little higher in cost—20 cents a pound. Sample free if you wish to test it.

CREAM OF TARTAR :: It is equally important that this should be pure also, but is more often adulterated than soda. In fact one cannot buy a commercial grade Cream of Tartar that is pure. That which we sell is perfect in every particular. It always gives satisfaction in use and is economical. You will be greatly pleased with its results. 60 cents a pound.

FLAVORINGS Nothing is more often adulterated than flavoring extracts. For people who believe in the best we recommend our Vanilla and Lemon Extracts as being superior to any other they can buy. Twice as strong and better flavored than the common extracts. 25 cents a bottle.

❧ ❧ ❧

MATTISON AVE. PHARMACY
729-731 Mattison Avenue
Asbury Park, N. J.

is bound to get attention, no matter how you set it. Neat setting does help, however, just as good clothes helps a salesman. This general style of display is, I believe, adhered to by this firm.

IT WILL PAY.**EDITOR BUSINESS BUILDING:**

We send you a few of our ads, which are published weekly in a local advertising sheet which covers the section around our store. They are made up of old ads rearranged, together with original matter. The expense of doing this is rather

Why?

Do the smokers of this Community burn nearly One thousand of our SPANA CUBA Cigars each month? Because it is the Finest flavored, even Running, just-the-right Size, satisfactory 5 cent cigar in town. You can get Six of them for 25 cents. I have other fine Nickle goods also: "Sight Draft," "Baby Naron," "G. M. C." and "Judge Taft."

Branch's Drug Store.

YOUR HED-AKE

Can be cured

You can pay five cents a dose if you want to, but my "Headacura" is only one cent a dose, and I cheerfully give your money back if it fails to cure you. I have half a dozen other headache remedies also.

Branch's Drug Store.

Book Store also.

THE PRIZE ADVERTISEMENTS.

greater than you advise, being about 4 per cent. of our gross receipts. Still, we believe the business we gain by this method will decrease the percentage of cost. Some practical results have already materialized.

THE WEST PHARMACY.

Philadelphia, Pa.

These are large ads occupying about fifteen inches each. A little less obvious effort in their preparation would help them. For instance, the heading, "No sunshine but

what has some shadow," is the patent result of lack of something to say. It would have been really better to have omitted this heading, and the introduction that followed and started right in where the story began with soda water. This soda ad is first rate:

OUR FIZZ COUNTER

is in operation once more, and we are dispensing the same kind of cooling, delicious drinks that made our fountain so popular last year.

We have known people to save their thirst for half a dozen blocks so as to drink their favorite here.

These ads look as though the arrangement was left entirely to the printer. Better results will be had if the ad is mapped out and a dummy sent with the copy. Take other ads for your models. As it is, with plenty of space at his command the printer has set some of the material in such long lines and in so small type as to be hard to read. Results are better where the text has been divided into columns.

Those sending ads for the competition which are in part made up from borrowed material, will confer a favor, and also increase their chances of an award, by indicating the portions that are original.

KEEP THEM GOING.

EDITOR BUSINESS BUILDING:

I inclose booklet for criticism. I am sending it out to farmers, and intend getting out one illustrating many more articles as soon as I have time. I am a subscriber to the AMERICAN DRUGGIST, and take great interest in the columns edited by yourself. A. E. DAUGHERTY.

Monmouth, Iowa.

This booklet of 16 pages, while a trifle crude from a typographical point of view, is well written, and can be depended upon to bring trade. It tells about seasonable goods, presents cuts and descriptions in many instances and quotes prices freely. That is the sort of advertising that gets close to people; and the closer it is followed up the better the results will be. This advertiser should not wait for a convenient season to get out another booklet, but follow up at regular intervals. There is no risk in doing it, the risk is in not doing it. Other pieces of advertising as good as this will have a cumulative effect if they go regularly.

It will pay to use a little better paper on later occasions, and it will be well to use a different tint or to vary the shade of the booklet each time.

HOW THEY SAY IT.

Years ago cod liver oil was regarded only as a medicine, to-day it is considered by the best medical authorities as an invaluable food. Probably nothing else is quite so effective in preventing colds and in building up the system. This oil is guaranteed to be absolutely pure, and of the very finest quality; not so objectionable in taste as ordinary quality. By placing a pinch of salt on the tip of the tongue prior to taking, its objectionable taste is entirely removed for most people.—Finley, Acker & Co., Philadelphia.

Do you know the joy there is in a really good hair brush? It lasts, too (both brush and joy), for years—ten years is not too much to say.—Evans, Philadelphia.

Good medicine has always meant to us the highest standard in every department. Everywhere throughout our store stand such sentinels as accuracy, patience, faithfulness and complete scientific equipment. Our drugs, therefore, are always to be depended upon for the proper therapeutic results.—Beshore & Co., Pottstown, Pa.

PRESENT STATUS OF THE AGGRESSIVE CUTTER.

Suggestive Interview with an Officer of the Drug Merchants' Association—New York Cutters Getting Supplies from Out of Town—Cutting Druggists are Supplying Department Stores—They Declare War on Omega Oil—Their Belief in the Weakness of the N. A. R. D.

Four or five months have elapsed since the Tripartite Agreement went into effect in this city, and yet, if current newspaper reports are to be credited, despite the compact entered into between the retail, wholesale and manufacturing branches of the drug trade, by which the large aggressive cutters were to be prevented from getting supplies of proprietary articles at all costs, those individuals are managing to obtain all the goods they find any demand for.

CUTTERS ARE STILL DOING BUSINESS.

Whether the published statements be true or not, it can hardly be denied that the cutters are still doing business, and that their shelves appear well stocked with all the articles for which there is a current demand. If there is a leak somewhere it has not been located as yet, and as far as the New York jobbing druggists are concerned, the retail trade believe them to be faithful to their pledge. Consequently the generally accepted theory is that the leak is out of town.

CUTTERS ISSUE A PRICE LIST.

On July 3 the Drug Merchants' Association, which is the name under which the cutters have organized, and the Dry Goods Dealers' Association, with which they have affiliated, issued a price-list for the use of their members; and this list shows advances in quoted figures that, while not always up to the scheduled prices of the N. A. R. D., are still several points higher than those formerly quoted by the cutters.

THE SITUATION AS VIEWED BY A CUTTER

The present situation from the viewpoint of the aggressive cutter was recently described to a representative of the AMERICAN DRUGGIST by an officer of the new Drug Merchants' Association.

"Do you still succeed in getting supplies of proprietary articles?" this officer was asked.

"Certainly," he replied, "and what is more, I am getting supplies easier than ever. We are not experiencing the slightest difficulty whatever. We are minding our own business, getting our goods, and feeling at peace with the whole world. There is not a proprietary article made of which I could not sell you any amount from five gross to 100, depending in large measure upon the quantities we are in the habit of buying and carrying.

COURTESIES TO "DRY GOODS FRIENDS"

"As a proof of how we are buying our patents, I have only to tell you that to oblige my dry goods friends I have sold them fully 100 gross within the past three months. Previous to that time and for fully fifteen years, I steadfastly refused to sell to dry goods houses at all. But we are working in harmony now, and I am glad to be of service."

"How do you obtain your supplies?"

"We have a warehouse over in New York and a warehouse association. We manage to get the goods without any difficulty, and in any quantity.

"This whole business reminds one of the plot of an opera bouffe. The plan to cut us off from securing supplies of any commodity will succeed only when human nature is different from what it is to-day, and when the fundamental basis of business changes.

"But just so long as men are in business to make money—just so long as the spirit of emulation invites a man to greater efforts than his neighbor, and the desire to make a greater showing, just so long will schemes such as these fall through for lack of support. A weak point will always be found.

A GOOD WORD FOR OMEGA OIL.

"A friend of the N. A. R. D., who has antagonized the members of the Drug Merchants' Association, not by his refusal to sell to them—of that we have no right to complain—but because he refuses to stop there, and is going out of his way to learn where we get our supplies, is M. Wineburgh, of Omega Chemical Co., the manufacturers of Omega Oil.

"As a result, you will not find Omega Oil quoted in our schedule of prices at all, but while the retailers sell it at 43 cents, you can buy it from us and from the department stores

at 19 cents. I don't know that we will 'feature' this reduction, but I think that the sales in this city of that particular remedy will not amount to much in a couple of years (*sic*).

PRICES WILL BE MAINTAINED DESPITE THE WAR TAX REBATE.

"Another point I would like to call your attention to in regard to the schedule that is being lived up to by both the Drug Merchants' Association and the Dry Goods Dealers' Association is that it contains a clause that where certain prices have been made, they will be kept up in spite of any reduction that may have been made by manufacturers because of the war tax rebate. Whether the retailers will not take advantage of this remains to be seen."

In conclusion, the cutter stated that the whole matter resolved itself into a question of whether or not a number of men with small capital could control the business of others of larger interests. Speaking of himself, he said it could not be done.

Oscar G. Kalish, who is secretary of the Drug Merchants' Association, was seen at his store, at the corner of Fourth avenue and Twenty-third street, and said:

"As an official of the Drug Merchants' Association, I hardly care to say much, for the simple reason that it is not our intention to air our grievances in public or divulge our plans to the trade.

"For myself, as far as my own business is concerned, you can say that I am still here doing business, and, of course, I couldn't do business if I didn't have the goods. Things are going along as though there never had been any N. A. R. D., and I guess you would get similar reports if you visited the other members."

It was suggested that the original object of the retailers had practically been gained by the so-called cutters having advanced their prices almost to the level of the schedule adopted by the N. A. R. D., and in one or two instances, according to their own claims, beyond these figures.

"That action was not brought about by the N. A. R. D., nor were we influenced by their doings," said Mr. Kalish. "It was because we wanted to make money on the goods we sold. There was a level beyond which it was foolish to go. Personally, I was making money before the Drug Merchants' Association came into existence, just as I am now.

"I joined it because I wanted to see more harmonious relations established between the druggists of New York City; because I thought we ought to be working along the same lines. I wanted to meet and be in touch with the leaders of the drug trade of this neighborhood, and I think I am, for our members are surely the leaders, judging from the amount of business they do and the way they do it."

Other members of the Drug Merchants' Association who were seen expressed views similar to those of Mr. Kalish, and one of them, in answering a question regarding the ability of cutters to purchase goods, said:

"The Consolidated Drug Co., of this city, has within the past six months done a business of \$115,000. That concern, according to the N. A. R. D., is not a jobbing house, and manufacturers cannot sell it. Yet they got the goods, and their profits this year are greater than ever before. That ought to prove to the retailers whether their restrictions are working or not."

KENTUCKY ASSOCIATION.

The twenty-fourth annual meeting of the Kentucky Pharmaceutical Association was held at Crab Orchard Springs, June 18 to 21, and was in every way eminently successful. About seventy-five members, with an equal number of their relatives and friends were in attendance. The following papers were presented: "Should Purity Be the Prime Consideration?" by J. W. Gayle and Vernon Driskell; "Buying Good," by Addison Dimmitt and J. W. Gayle; "How to Keep Good Clerks," by R. M. McFarland; "Drug Store Rules," by Addison Dimmitt; "The Pharmacist from a Professional and a Mercantile Standpoint," by Vernon Driskell; "The Dispensing Counter," by Vernon Driskell; "Postage Stamps, Telephones, etc.," by Vernon Driskell.

Resolutions were adopted indorsing the methods recently proposed by the N. A. R. D. looking to the betterment of trade conditions.

An extensive and attractive programme of entertainment was enjoyed by everybody.

The following officers were elected for the ensuing year: President, J. L. Clark, Vanceburg; first vice-president, H. K. McAdams, Lexington; second vice-president, G. E. Townsend, Bowling Green; third vice-president, J. B. Ross, Madisonville; secretary, J. W. Gayle, Frankfort; treasurer, Vernon Driskell, Ghent.

Grayson Springs was selected as the place of the next meeting, the time to be fixed by the Executive Committee.

GREATER NEW YORK.

The Diamond Drug Co., of New York City, is a new incorporation; capital, \$25,000. Directors: Peter Diamond, Jos. Gurwitz and Julius Hammer, New York City.

Nothing has as yet been heard of the whereabouts of William J. Hart, the druggist, who disappeared from Cranford, N. J., a few weeks ago. Mrs. Cox has ordered that the contents of the store be sold.

The Sulphume Chemical Company has been incorporated under the laws of the State of New Jersey, with a capital of \$1,500,000 and the following incorporators: Wm. E. Fort, Walter L. Sims and Edward B. Woodruff.

The marriage of Charles Gleason widely known as the Chicago representative of Parke, Davis & Co., was announced in our last issue. Mr. Gleason was renewing his acquaintance among the local staff of Parke, Davis & Co. last week.

The General Chemical Co., as successor of the Nichols Chemical Co., has filed plans with the Department of Buildings of the Borough of Queens for \$100,000 worth of new structures on its property, at Laurel Hill, in the Town of Newtown.

Michael A. Levittan, a druggist at 1,991 Lexington Avenue, and who has a branch office of the Adams Express Company in his store, was arrested on July 2 on a charge of giving the company a worthless check to settle an account. He was held in \$1,500 bail.

The Fraser Tablet Co., of New York City, with a capital of \$1,500,000, has been incorporated at Albany, to manufacture drugs and medicines, preparing them in powder, liquid or solid form. The directors are: Horatio N. Fraser, of Brooklyn; James H. Hutchens, of New Rochelle, and Erwin T. West, of Newark, N. J.

R. A. McCormick, of McCormick & Co., of Baltimore, sailed on the "Minneapolis" on July 13 for a business trip in the interest of his house, through England and Central and Southern Europe. He will be absent from two to three months and will visit many dealers through whom they import and also the buyers abroad who handle goods of their manufacture.

The seventy-first annual course of instruction of the College of Pharmacy of the City of New York begins Monday, September 30. The curriculum has been remodeled and extended, and the college now offers a very superior course of instruction in pharmacy. Thus far the number of students who have applied for matriculation has, it is said, greatly exceeded last year's record.

H. W. Reusswig's drug store on West Main Street, Somerville, N. J., was wrecked by an explosion on June 28, which set fire to the wood work, destroyed several adjoining houses, and caused the death of two persons and serious injuries to two others. The explosion was caused by gasoline, which was stored in the cellar, but what ignited it is not known. The premises were insured for \$3,600.

The drug store of Albert B. Baltzly, at the northeast corner of Broadway and Ninety-sixth Street, Manhattan, was flooded by the bursting of a water main on July 8. When the flood first issued from the broken main, Mr. Baltzly closed the front doors of his store and bolted them, but the rush of the torrent broke them in and within five minutes three feet of water covered the floors of the store. The damage amounted to more than \$3,000.

The Butler Chemical & Drug Co. has been organized to conduct a drug business in New Haven, in the store on State street formerly occupied by F. S. Calhoun & Co. The stockholders are Wm. M. Butler, T. P. Gillespie, Jr., A. B. Simpkin, Chas. A. Lambert, B. L. Lambert, A. J. Carmichael and Sylvester Smith. Several of the stockholders were formerly with the Calhoun Co., while others have been in the drug business as clerks or proprietors for years.

Charles W. Parsons, editor of the Pharmaceutical Era, of New York, since 1881, has severed his connection with that journal, having resigned abruptly on the 10th inst. Mr. Parsons was identified at one time with the New York College of Pharmacy in the capacity of professor of chemistry, and prior to his appointment on the Era he was for a brief period editor of the Druggists Circular. He is succeeded as editor of the Pharmaceutical Era by Ezra J. Kennedy, who is a pharmacist of some ability, having held the chair of pharmacy for several years in the Detroit College of Medicine. Mr. Kennedy has been assistant editor of the Era for about ten years, and is widely and favorably known to the trade.

Burglars pried their way into Walter S. Rockey's pharmacy at Thirty-fourth street and Eighth avenue a few days ago, ate up all his ice cream for soda water, drank a lot of cooling beverages, smoked his cigars and took \$50 worth of them away; stole 75 cents in his cash till and walked out with about \$200 worth more of chemicals and perfumes.

Mr. Rockey has been robbed seven times, and has lost about \$1,500 worth of goods. The last time he was robbed, about a month ago, the burglars stole \$50 worth of lead pipe running from the siphons to the fountain upstairs. This flooded his cellar with soda, vichy and seltzer. He now says he is weary of being robbed, has given up hope of police protection, and will in future depend on his burglar alarm and a watchman.

Unlicensed Pharmacists in City Institutions.

When Dr. Charles Rice was superintendent of the General Drug Department, and had the selection of assistant apothecaries, he invariably required of applicants for positions that they be licentiates of the Board of Pharmacy. A few days ago inspectors of the Eastern Branch of the State Board of Pharmacy discovered that unlicensed men were being employed as dispensers in the Fordham, Gouverneur and Harlem hospitals, which are under the jurisdiction of the Department of Public Charities. The board called the attention of the Commissioner of Charities to the matter, and at the same time made complaint to the Municipal Civil Service Commission regarding what they considered was a violation of the Pharmacy law.

Apothecaries in the city hospitals are appointed from an eligible list furnished by the Civil Service Commission, who, however, do not ask the applicants if they have licenses to practice pharmacy from the State Board. In the Fordham, Harlem and Gouverneur hospitals apothecaries or apothecaries' assistants were found without licenses. Prof. Geo. C. Diekman, who has been interviewed on the subject, expresses the opinion that these violations were simply the result of an oversight.

James Gerrity, acting superintendent of the General Drug Department, informed a reporter for the AMERICAN DRUGGIST that a record of the licensed pharmacists in the department was not kept. It was always assumed that appointees who were certified by the Civil Service Commission held regular pharmacists' licenses, and the responsibility for the employment of unlicensed men rested with the Civil Service Board. Mr. Gerrity said that the municipal Civil Service Commission had acted upon the complaint of the Board of Pharmacy, and adopted a new ruling to the effect that no one should hereafter be certified for appointment as a pharmacist unless he held a license granted to him by the State Board of Pharmacy.

The action of the Civil Service Commission puts druggists in the same class with physicians, who are not certified for appointments unless they can show licenses as practitioners. Naturally, the Commission was glad of the opportunity to improve its internal administration, and it has willingly worked in conjunction with the State Board of Pharmacy.

Italian Drug Clerk Killed, Probably for Revenge.

Brooklyn police are engaged in an attempt to find out who killed Dominico Antonio Salamando, an Italian drug clerk, of 1,271 Prospect Place, who came to Brooklyn two years ago from Philadelphia, where his father is said to be a banker. His body was found in the street near his home early in the morning of July 8, a bullet having entered his brain through his eye. His brother-in-law, Antonio Rapullo, of 1,436 Bergen Street, is under arrest. Salamando is said to have married Rapullo's sister, although he already had a wife in Philadelphia. He also is said to have taken part in the murder of a member of an Italian secret society in Philadelphia.

At the three drug stores in the Italian quarter of Philadelphia complete ignorance of the identity of Dominico Salamando was professed.

At the Farmacia Italiano, at the southeast corner of Eighth and Catherine Streets, it was said that no drug clerk who had left Philadelphia to go to Brooklyn was known here.

The Italo-American drug store at the northeast corner of Eighth and Catherine Streets, is a well-known pharmacy in "little Italy." The clerk in charge said he never heard of the man, but he was very uncommunicative.

Michelotti's, at Eighth and Fitzwater Streets, has been in that neighborhood for years. No one there seemed to know of a man named Salamando or of any drug clerk who had left this city within some time past.

The Manhattan Outing.

With a view to bringing the members into closer social contact with each other, the Entertainment Committee of the Manhattan Pharmaceutical Association arranged for a summer outing at Donnelly's Park, College Point, on the afternoon and evening of July 9. The entertainment provided included a baseball game between two "scrub nines," known as the Paragories and the Castor Oils, the former winning under the captaincy of G. J. Duerr, with a score of 15 to 11, Eugene F. Lohr acting as umpire. In the prize bowling contest for men, C. A. Niemeyer won with a score of 40. Wm. J. Carr, F. P. Tuthill and G. H. Hitchcock tied with a score of 39, and in rolling off the tie, Mr. Carr won the first prize, an umbrella; Mr. Tuthill the second, a pair of link sleeve buttons, and Mr. Hitchcock the third, an ink well. The fifth prize was won by R. H. Timmermann, with a score of 38. Four bowlers tied with a score of 37—namely, S. F. Haddad, Charles Grube, Fred. Wichelns and Karl Schnackenberg, the first two named winning a box of cigars in the roll-off. The dinner, which was served at 7 o'clock, was partaken of by nearly two hundred guests, fully half of whom were ladies. No after dinner speaking had been contemplated by the committee in charge, but in response to vigorous calls on the part of the audience, brief addresses were made by the president, J. M. Pringle, Jr.; the first vice-president, George E. Schweinfurth; the chairman of the Entertainment Committee, Bruno R. Dauscha; the treasurer, George H. Hitchcock; Felix Hirsemann, treasurer of the German Apothecaries' Society; O. C. Klein, president of the Kings County Pharmaceutical Society; Prof. George C. Diekman, of the College of Pharmacy, Mr. Fursman, and Caswell A. Mayo, editor of the AMERICAN DRUGGIST.

The evening was divided between dancing, prize shooting and prize bowling for the ladies, the winners in the latter contest being Mrs. O'Rourke, Mrs. G. T. Reeder, Mrs. Geo. Schweinfurth, Mrs. J. M. Pringle, Miss M. Smith, Miss Norwalk, Miss Neumer and Mrs. H. C. Boysen, in the order named.

The winners in the rifle shooting were: (1) Alex. Tscheppe, (2) J. H. Lawrence, (3) C. A. Niemeyer, (4) Dr. A. C. Griffin, the ladies winning prizes being Mrs. G. T. Reeder and Mrs. J. M. Pringle.

Among those present besides the gentlemen already named were Fred. Borggreve, Otto Weinsteln, president of the Retail Druggists' Association; Dr. Goldwater, president of the Greater New York Pharmaceutical Society; George H. White, S. V. B. Swann, Fred. Mahler, T. L. Hepp, Max Marlamson, J. L. Lascoff, H. C. Boysen, Mr. Steinach, G. J. Duerr, W. L. Schaaf, Ed. Pfaff, Wm. Hauenstein, Chas. H. Bjorkwall, Nelson S. Kirk, E. Meinecke, C. Rosenbaum and A. B. Baltzly.

Among the apostles of commerce present were A. P. Dargan, of Sharp & Dohme; Wm. De Zeller, of Seabury & Johnson; Wm. H. Ebbitt, of Schieffelin & Co.; J. H. Rogers, of Johnson & Johnson.

Revival of an Old Drug Swindle.

Some druggists doing business in Brooklyn have complained to the police of a gang of alleged swindlers who are attempting to blackmail them in a bold and clever manner. The method of the swindlers is this: One of the gang goes into a drug store and has a prescription filled. Then he goes away, but soon he is back again, apparently very angry. Rushing to the proprietor of the store, he declares that his prescription contained poison; that his wife has been half killed by taking a dose, and that he is going to sue for damages. The final move of the man is to become sufficiently pacified to propose a settlement, whereby he gets a sum of money not to bring suit.

In some cases, it was learned, the swindler has been known to bring back to the store the bottle of medicine he has bought, after having put into it some foreign drug that could be detected by analysis. He challenges the druggist to make an examination, which sometimes results in convincing the latter that he had better pay up.

The Westchester Association Meet.

The Westchester Pharmaceutical Association held its summer meeting at City Island Wednesday, July 10. A report of the committee from the annual meeting of the New York State Pharmaceutical Association, held in Buffalo, June 2-5, was read by Secretary Wiesendanger, who attended the convention. A fine dinner was served at Von Liew's Hotel. A game of ball was indulged in, and the team captained by Mr. Leonard defeated that of Mr. Wiesendanger by a score of 65 to 63, more or less.

WESTERN NEW YORK.

Business Good in Buffalo—The Uniform Price Plan Works Well— A Stricter Enforcement of the Law in the Northern Counties.

(From our Regular Correspondent.)

Buffalo, July 17.—There is a good report from the Buffalo drug stores this summer. The Pan-American trade, of which the proprietors were rather doubtful, has turned out to be just what they needed, and they are making the most of it. Instead of being confined to cigars and soda water, it embraces nearly all that is sold in a drug store, and is, of course, profitable. The visitors have taken to the business part of the city much more than was looked for, and they are liberal. This is shown by the reports of the receipts from the percentage concessions, which pay several cents more in proportion than they did at Chicago. So the druggist is slowly emerging from the almost hopeless condition of profitless trade into which he had about fallen. The move to establish a minimum price for proprietary goods has been a great help. While it has not brought in great profits to any one, it has been effectual by removing the uncertainty. Before this agreement was made and enforced by all possible safeguards there was a very nervous state of trade everywhere in the city. The uncertainty of it all was the worst feature. Whenever a druggist noted that his sales of this or that article fell off he at once suspected that somebody in his territory was cutting the price and getting his general trade by the move also. So he waited a while, saw that his trade did not improve, and then cut the price, also by guess. It is different now. There is a feeling of confidence that comes of a certainty that nobody can take advantage in this way without being discovered and brought to book for it. Then the selling of dollar goods for 85 cents has the appearance of sharing the profit with the customer, and so long as everybody charges the same price there is no complaint and no effort to create suspicion by claiming that the same article can be had of So-and-So for less.

PHARMACIES SUSPECTED OUTSIDE OF BUFFALO

Some time ago the western branch of the State Board of Pharmacy sent out Charles E. Abbott into the counties north of Buffalo to inspect the drug stores in that section. Being a graduate of both the medical and pharmaceutical colleges of the University of Buffalo he was well qualified to do this work. His report is in and the board is devising plans for meeting the conditions found. As a rule the infringements of the law are mostly confined to a failure to display the names of the proprietors on the outside of the building, an offense that the board is inclined to deal with very leniently. There are occasionally flagrant violations of the law in stores long in the same hands, and in other cases a disposition is shown to cover up a transgression that is well known to be such by the druggist. In these latter cases there will be no leniency shown and some of the cases will be presented to the grand jury without further delay, though it is not expected that much can be done with them till fall. It is said to come very hard for these old establishments that have done as they please, law or no law, for 20 years to come down to inspection rules, and some of the proprietors are apparently overstepping their bounds by asserting their supposed independence. The board is in every way inclined to be conservative, and if any one is punished it will be because he is mean about things and refuses to comply with the law.

CATTARAUGUS COUNTY DRUGGISTS.

At a meeting of the druggists in Salamanca recently a county organization was perfected by electing J. C. Krieger, of Salamanca, president; H. F. Fuller, of West Salamanca, vice-president; E. A. Stratton, of East Randolph, secretary, and C. S. Phelps, Towanda, treasurer. The president was empowered to appoint committees, and announced the following: Executive Committee—F. R. Brothers, Olean; G. L. Alexander, Ellicottville; W. R. Sell, Randolph. Committee on Trade Interests—H. A. Soule, Allegany; A. L. Palmer, Olean; C. S. Phelps, Gowanda. Committee on Papers—Will Ferris, Franklinville; E. A. Stratton, East Randolph, and John Murphy, of North Olean. It was decided to hold meetings quarterly, and the next one will be held in Salamanca October 8.

BUFFALO NEWS ITEMS.

Word comes from Cleveland that the bowlers among the druggists there are coming to Buffalo in August for another match. This includes a stop at the Exposition, of course.

Buffalo druggists complain that there is a great scarcity of clerks of all grades, due, it is supposed, to the rush to the

Exposition grounds for employment. That takes up all the surplus in practically all branches of business.

The wide awakes among the Buffalo druggists are at work on a social club, and expect it to develop into a vaudeville or glee club before they are through with the arrangement, but they are so far able merely to announce that the plan is going through this winter.

The Buffalo druggists for the most part have felt that they had done their full share of entertaining and getting up outings this summer, but it was feared that there would be a break in the line if no regular outing was taken, so President Lockie of the County Association has set the ball moving and there will be a picnic, though the day has not been set yet.

The Red Cross Drug Company, spite of its merger in some form into the hands of the managers of the sanitarium at Gowanda, is reported to be in a receivership in the person of Manager Boeckel of the sanitarium. Some of the Buffalo stockholders look on the move as an effort to freeze them out, and say that the company was solvent and making money right along.

NEW YORK STATE NOTES.

The Hyde Drug Company, of Malone, has been incorporated with a capital of \$25,000. Directors—C. W. Hyde, J. E. Rogers and M. C. Ransom, Malone.

E. J. Reimann, of Machias, has purchased a third interest in the store of W. H. and G. W. G. Ferris, at Franklinville, and the firm name has been changed to the Ferris & Ferris Co.

At a meeting of the Chemung County Pharmaceutical Association (City of Elmira, N. Y.) on June 18 the following officers were elected to serve during the ensuing year: President, Edgar L. Mayo; vice-president, A. S. Hamilton; secretary and treasurer, Frank R. Hooker.

The Herklimer edition of the Utica (N. Y.) "Saturday Globe," for June 22, publishes an excellent half-tone engraving showing the class in chemistry at St. Mary's Academy in Little Falls. The chemistry class is composed of twenty-two students, with John Hurley, the well-known pharmacist, of Little Falls, as teacher. Mr. Hurley takes a deep interest in the work and the laboratory is fitted out with all the latest appliances for all kinds of experimental work. Mr. Hurley is a prominent member of the New York State Pharmaceutical Association, and was at one time a candidate for the State Board of Pharmacy.

Saratoga Springs, N. Y., has now a real up to date city drug store—we beg pardon—modern pharmaceutical laboratory, for Wm. C. Alpers, of 47 West Thirty-first street, who formerly conducted the Merck Pharmacy, has just opened a place at the corner of Broadway and Church street, in the well-known summer resort. In noting the advent of the newcomer among local druggists, and after a reference to the high class prescription pharmacy which Mr. Alpers will conduct, the "Saratogian" adds: He, of course, realizes that side lines must not be neglected, and he has, therefore, in stock Horton's ice cream, Wallace's candles, Acker, Merrill & Condit's cigars and Park & Tilford's perfumes.

A Check Swindler in Brooklyn.

The Brooklyn police have in their custody a man they believe is connected with an extensive plan for swindling by aid of the telephone. A few days ago the telephone bell rang in Florence & Slattery's drug store, No. 39 Grant square.

"Hello, is this Mr. Slattery?" said a voice, and when an affirmative reply was given the voice rattled off this little story:

"This is Dr. Barlow, of Bergen street. I'm expecting an express package every moment, on which there is \$50 charges, but just now I am a little short. If I send around my boy with a check for \$25 will you kindly cash it?"

"Why, certainly, doctor?" was the answer.

Shortly after a boy came in with the check, received the money and the event was forgotten until Monday, when the check came back marked "N. G." Dr. Barlow, who lives at No. 1109 Bergen street, was communicated with, and he denied he sent the check.

The police were notified, and it was discovered that several other druggists were swindled in like manner. An arrest has been made.

MASSACHUSETTS.

A Pharmacist Governor of the Province of Benguet Under Fire—Jealousy Between Military and Civil Authorities—Adulterated Drugs—Minor News Notes.

(From our Regular Correspondent.)

Boston, July 18.—By a dispatch from Manila last week it was learned that Gov. H. Phelps Whitmarsh, of the province of Benguet, had been ordered to submit to an investigation. Allegations have been lodged against him by an army officer and a regimental surgeon, which have led the Philippine Commission to take the step above indicated.

The charges are to the effect that Mr. Whitmarsh has been using his office to aid him in acquiring land and mining rights from the natives; that he has been indiscreet and violated his instructions.

Mr. Whitmarsh's friends in this city, and they are many, place no reliance in the charges and expect his vindication. In fact, Mr. Whitmarsh is fully trusted by Judge Taft, and it is thought that the "investigation" was ordered for the purpose of exoneration. It looks like jealousy on the part of the military people of the civil administration. His differences with General Otis probably increased the difficulties. General Otis, it will be recalled, had written to an American magazine that the war in the Philippines was over; Whitmarsh answered in the "Outlook" with considerable vigor, maintaining that the war was far from ended. The military authorities have hindered him in every way possible, so that he was personally compelled to clean out a party of head hunters with the aid of volunteers. Mr. Whitmarsh did acquire some mining rights about a year before he became Governor of Benguet, but the statement that he has been using his position to obtain land seems untenable in view of the well-known fact that the Hoar amendment to the Spooner bill prohibits the acquisition of land by Americans for a year.

ADULTERATED DRUGS

By the last month's report of the State Board of Health it is learned that samples of the following drugs were found to be adulterated: Capsicum, caryophyllus, glycerinum, oleum olivæ, sodii boras, sodii phosphas, sulphur lotum, sulphur præcipitatum and tinctura iodi. Of 39 samples of "extract of lemon" examined, but one was found up to the standard. Of 33 samples of "extract of vanilla" examined, 28 were found to be adulterated. Five samples of confectionery were found to be of good quality. Four catarrh cures showed the presence of cocaine, and the board again calls attention to the danger involved in using drugs containing this ingredient.

CITY JOTTINGS.

Hearings are now being held in the Hoagland suit and there is a prospect of an early decision.

Alfred W. Balch, Ph.G., M.D., surgeon U. S. N., has been assigned to duty on the "Wabash" in this harbor.

C. E. Harrington, of the Eastern Drug Co., is on his vacation. He expected to go to Buffalo during his absence.

Edward S. Hanson, of the senior class M. C. P., is clerking at S. A. D. Sheppard & Co.'s, 1152 Washington street.

Dr. Julius Garst is about commencing suit against Houghton & Dutton for selling his goods at less than the fixed price.

S. A. Epstein is to open a new store at 129 Sumner street. He has placed a contract with James W. Tufts for a new fountain.

This weather makes the soda fountain a good dividend payer. Druggists are getting many nickels during the present heated term.

A bottle containing an opium preparation was recently stolen from the store of Edward Daly, South Boston. Subsequently the thief used the drug for suicidal purposes.

STATE NEWS.

The next meeting of the M. S. P. A. will be held at Northampton.

The John Wenzel recently arrested in New York for forgery obtained money and goods illegally from Cambridge druggists some months ago.

Guy W. Garland's store at Gardner has been purchased by George B. Underwood and Roy D. Judd, Ph.G. Mr. Judd will manage the business.

Arthur S. Spofford recently purchased the Hartshorn store, Lincoln street, Worcester. Mr. Spofford has clerked in this establishment several years.

John A. Tupper's store, North Cambridge, was recently damaged by an explosion of chemicals and fire to the extent of \$50. Mr. Tupper was cut in the face by flying glass.

Messrs. William F. Sawyer, Linus D. Drury, Ph.G., and Julian W. Baird, M.D., of Boston, were in Salem last week. They were shown about by Treasurer Nichols, of the M. S. P. A.

The Fuller Chemical Company, to manufacture disinfectants and other chemical preparations, was recently incorporated at Augusta, Me. The capital is \$350,000; \$50 paid in. President, Charles W. Fraser, Lynn, Mass.; treasurer, Harry A. Fuller, Lynn, Mass. Certificate approved July 11.

NEW ENGLAND ITEMS.

T. J. Hill's store, Colebrook, N. H., was destroyed by fire July 8.

George A. Hanscom, Manchester, N. H., died on July 8, after a short illness. He was 41 years old. He engaged in business in Manchester about seven years ago, entering the employ of E. H. Currier. Later he bought out the Currier pharmacy and conducted the business alone up to the time of his death. He leaves a widow and two sisters.

The annual meeting of the Maine Pharmaceutical Association began at Portland, July 9. The president, Mr. Boynton, of Biddeford, was unable to be present, and Vice-President Frank H. Partridge presided. The following officers were elected: President, Frank H. Partridge, of Augusta; vice-presidents, D. P. Moulton, Lewiston; F. T. Crane, Machias; secretary, Dr. M. L. Porter, of Danforth; treasurer, Walter I. Drew, of Portland. Later in the day the members went to the White Mountains for a sojourn of two days at the Mt. Pleasant House. Another business session was held on the 10th. Dr. Garst, of Worcester, Mass., made an address. It was voted to remain in the N. A. R. D., and to request that organization to favorably consider the Garst plan. D. W. Hazeltine, of Portland, Me., will probably be the delegate to the N. A. R. D. Most of the time was devoted to social enjoyment.

Frederick Stearns, Master of Arts.

The honorary degree of Master of Arts has been conferred on Frederick Stearns, of Detroit, by the University of Michigan, and in noting the event, the Detroit "Free Press" expresses itself as follows:

"In paying a well-deserved tribute to a man who has done so much for science and the arts by conferring upon Frederick Stearns, of Detroit, the degree of Master of Arts, the University of Michigan did itself no small honor. In whatever channel his activities were directed, Mr. Stearns has made a record at once honorable and creditable. During his active business career he was not only a far-seeing man of affairs, but was also a tireless investigator in his chosen science, and the literature of pharmacy of his day was so frequently and so greatly enriched by his contributions that he speedily took rank among the foremost pharmacists of the country, and was chosen president of the American Pharmaceutical Association. Later, when his success in the commercial world was such that his business that bears his name could be placed in other competent hands, and thus cease to require his own immediate attention, he devoted his leisure to science and the fine arts, collecting objects of rare interest from all parts of the world during his extensive travels. Our own Museum of Art bears splendid testimony to this effect in the collection donated by him, embracing many thousands of specimens and representing an enormous outlay of time and money. As a conchologist Mr. Stearns ranks among the few recognized authorities, and his book, in which Pillsbury, of Philadelphia, was his collaborator, is a standard work of reference.

"But the persevering investigator and the man of cultivated tastes and fine discrimination is further shown in Mr. Stearns' collection of musical instruments now in the museum of the university at Ann Arbor, which is probably the finest collection in the country, and certainly the most complete, in his elaborate collections of precious stones and objects of Japanese art, both in the Detroit museum, and in his collection of rare drugs, to be found in the museum of the Stearns laboratory in his city.

"The University of Michigan has conferred the degree as stated; but to those whose privilege it has been to know him well he has for many years been Frederick Stearns, Master of Arts."

PENNSYLVANIA.

A Million Dollar Syndicate Wants Philadelphia Drug Stores—Is it a "Silly Season" Hoax?—Louis Emanuel Not Reappointed to the Board.

(From our Regular Correspondent.)

Philadelphia, July 17.—Considerable interest was aroused among the retail druggists in this city by the announcement that a movement was on foot whereby a syndicate, with a capital of \$1,000,000, would buy up all the retail drug stores in Philadelphia.

Joseph S. Schimpf, acting as a representative of the syndicate, called on about twenty-five retail druggists Monday and disclosed to them the intentions of the new company. He stated that his company had a capitalization of \$1,000,000 and it was their intention to purchase as many of the retail stores as could be had until the amount of \$1,000,000 was expended, after which time stock would be issued and could be bought by outside parties. It is also the purpose of the syndicate to abolish all stores not on a paying basis, and such stores as will be retained will be fitted up with all modern improvements and are to be in charge of the former proprietors, who would act in the capacity of managers at a salary based on the amount of business done. Mr. Schimpf also stated that they are now preparing a prospectus which would be ready in about two weeks, at which time every retail druggist in Philadelphia would receive a copy.

NOT ENOUGH MONEY.

A representative of the AMERICAN DRUGGIST called on a number of druggists to obtain their views regarding the proposed consolidation, and they universally stated that such a proposition was impracticable, and that it was impossible for a concern with a capital of \$1,000,000 to purchase all the retail drug stores in Philadelphia, and that in order to purchase all the stores in this city it would require at least \$5,000,000, this estimate being on the belief that there were about 1,000 retail drug stores in the city, and that 200 of them could be purchased for no less than \$1,500 and 300 of them at \$2,000, which would entail an expenditure of \$9,000,000, and for this amount they would have only procured about 500 stores, which probably now are only doing enough business to cover expenses. The balance of the 500 stores would range in price from \$5,000 to \$10,000, and several stores would exceed this amount.

When asked as to whether or not the new syndicate comprised wholesale druggists, Mr. Schimpf stated there were no wholesalers interested whatever; that it was simply a number of capitalists looking for a good investment.

This scheme has attracted considerable attention, but it is believed, however, that the hot weather has had something to do with it. It is generally recognized that this is what is considered the silly season, and many schemes are brought out during this period which at other times would not be given a moment's thought. It is said that many of the drug stores in this city are now practically owned by the wholesale druggists, and if a new company should secure them it would not be long before other stores would be started and general competition and the cutting of prices indulged in.

MR. MINNICH SUCCEEDS MR. EMANUEL ON THE BOARD.

The fight made by the retail druggists against the reappointment of President Louis Emanuel, of the Pennsylvania Pharmaceutical Examining Board, has met with success, and Mr. Minnich, a druggist of Pittsburg, has been chosen by Governor Stone to succeed Mr. Emanuel. Mr. Emanuel has been a member of the board for a number of years, but the drastic measures he took last year and the manner in which he brought suit against the retail druggists throughout the State created considerable ill feeling, and it was through the organized work of the retail druggists that he was defeated.

PHILADELPHIA NOTES.

M. N. Kilne is spending a few days in Buffalo taking in the exposition as well as looking after the exhibit of his firm there.

Gen. Oscar W. Head, representing the Swamp Root Co., was in the city recently and was successful in taking a number of large orders.

James Buckman, president of the Philadelphia Drug Co., as well as the proprietor of the drug store at Eighth and Green streets, has gone to the mountains in New Hampshire to escape the heat of the city.

The Girard Chemical Co., of this city, whose specialty is supplying physicians with proprietary tablets, is doing a large business all over the country and Canada, and is preparing to make a conquest of Mexico.

It is stated by a well known member of a leading sponge house of this city that there will be a considerable advance in the price of Florida sponges this fall, as the catch has been exceedingly small, and there is a short supply on hand.

Many of the druggists in this city are taking advantage of the dull season and have gone on vacations. Some are at the seashore, others in the mountains and some in the country. There are considerable changes being made by many of the druggists, some of the stores being completely altered.

A. R. H. Fiedler, 4443 Ridge avenue, has rented the ground floor of the building formerly occupied by the "North American" at the northwest corner of Seventh and Chestnut streets. He is having this store fitted up in the latest style, and as there are no drug stores in this vicinity, it is thought it will be a paying venture.

During the summer months the members of the Bowling Club are leading a life of ease and no exercises are being indulged in. The mascot of the club, Mr. Branson, is going quietly ahead and he is preparing plans for the formation of a new club in the fall, which will be second to none in the country. This club is to have its own alleys, and it is thought that a general drug club can now be formed, as there is more of a desire on part of the trade to get together than ever before.

Walter F. Ware, 512 Arch street, has, after a number of months' negotiations, secured the lease of the whole building. This is a four-story structure, and it is the intention of Mr. Ware to have a new factory for the manufacture of abdominal belts, elastic hosiery and suspensory bandages. He has secured a large amount of the latest improved machinery, as well as operators, from England and Canada, and it is his intention to manufacture everything pertaining to this line of business.

CANADIAN NEWS.

The annual meeting of the New Brunswick Pharmaceutical Society was held last month at St. John, N. B., with H. J. Dick presiding. Those in attendance from outside the city of St. John were George Y. Dibblee, of Fredericton, and Thomas C. Donald, of Hampton. The society's condition, as shown by the reports received, is very satisfactory. The treasurer reported a balance of about \$600 on hand.

The election of officers for the year resulted as follows: H. J. Dick, president; George Y. Dibblee, of Fredericton, vice-president; E. R. W. Ingraham, secretary; M. V. Paddock, treasurer; M. H. Mowatt, registrar. Members of Council, C. P. Clark, C. McGregor, T. C. Donald, Struan Robertson, S. H. Hawker, R. E. Coupe and E. Clinton Brown.

Drug Clerks Organize.

The drug clerks of St. John, N. B., Canada, have formed the St. John Drug Clerks' Association. Those present at the initial meeting on June 27 were C. M. Cogle, R. J. Fitzgerald, G. M. Roulston, W. S. Jones, C. M. Vanwart, G. B. Allen, B. A. Hoyt, E. Watters, W. D. McKay, R. H. Robb, W. Harold Willis, G. F. Dunham, G. Murphy, Otto Reinecke, George Coupe, Robert Plumptre, George McKinney, Andrew B. Burns, W. Mahoney, J. O'Neill, F. W. Munroe, George Price, Burpee Brown, Fred Atkinson, P. C. Ross, N. C. Hoyt and others.

The following officers were elected: R. H. Robb, president; Andrew B. Burns, vice-president; George F. Dunham, secretary; W. H. Willis, treasurer. The council chosen are R. Plumptre, Fred. Munro, George McKinney, Otto Reinecke, George Allen, Walter Jones, Clarence Cogle and George Price. A set of by-laws and a constitution were drawn up and approved.

The New Jersey Board Wins a Suit.

The New Jersey Board of Pharmacy has obtained judgment against Dr. H. M. Harman, of Frenchtown, for a violation of the pharmacy act, the penalty being \$100. The defendant conducted a drug business without being a registered pharmacist, being apparently under the impression that his license as a physician entitled him to conduct a drug store without reference to the Pharmacy Board. The board is making every effort to have the law enforced, and the secretary, Henry Jordan, of Bridgeton, will be glad to receive information of any infringements of the pharmacy law, of which legal proof can be obtained.

NORTH CAROLINA.

OHIO.

Progress of the North Carolina Pharmacist—Improvements in Stores and General Development—The State Has Six Jobbing Drug Houses—News and Notes of the State.

(From our Regular Correspondent.)

Raleigh, July 17.—One having an opportunity to observe the drug stores in this State cannot fail to be impressed with the fact that the druggists are fairly prosperous. In a few towns the business may be overdone, but, generally speaking, they are doing well, and failures are rare. This is all the more remarkable when we consider that North Carolina is not regarded as a good business State. She is great in natural resources, a great agricultural State, a progressive manufacturing State, and noted for the variety of her products. This accounts, to some degree, for the success of our pharmacists. Then, too, they are men of character, brains and industry. The dirty, dingy drug stores are giving way to clean, handsome stores. Tidy, even if inexpensive, fixtures are being put in most drug stores in towns having more than 4,000 population.

PROSPEROUS RETAILERS.

Six years ago Raleigh didn't have a single drug store that might be called a modern, up to date establishment. Now there are nearly a dozen handsome pharmacies, and others must follow. The Paragon Pharmacy, at Asheville, has been considered the handsomest drug store in the South by competent judges. At Charlotte the stores of Dr. J. H. McAden and of R. H. Jordan & Co. present quite an inviting appearance. T. R. Abernethy & Co., at Newton, have a very pretty store for a small town. At Scotland Neck, another small town, E. T. Whitehead & Co. have fitted up an ornamental and well equipped pharmacy. Numerous other stores in the State have improved wonderfully in the past five years.

W. M. Yearby, of Durham, has set a pace that will require some speed on the part of other progressive druggists. Recently he secured the services of a Boston store-fixture concern and has put in rich mahogany furniture, trimmed in gold, floor mosaic tiling, white, with beautiful ribbon border. Ceiling overhead is onyx effect, exquisitely paneled. The show cases are of the finest French plate, both beveled and oval. On one side there are 45 feet of mirrors in sections. The prescription case is of the finest cathedral glass, very handsome, and is fitted up with all the modern conveniences for the pharmacist. The soda fountain is a 20th century, with automatic carbonator and filterer, syrups in full view. The store is lighted by electricity and fitted up with expensive gold chandeliers. The foregoing may not interest your readers in the great cities, but Southern druggists will appreciate it, and some of your city readers may wonder what we are trying to do down here "in the woods."

THE SELF MADE MAN.

Mr. Yearby is a self made man and has worked his way up from a very small beginning. In addition to his Durham store he has a drug store at West Durham and at Chapel Hill, all prospering. He is ex-president of the North Carolina Pharmaceutical Association, and is a social favorite in a large circle of friends and acquaintances.

THE JOBBING TRADE.

North Carolina has six jobbing drug houses: The W. H. King Drug Co., Raleigh; Goldsboro Drug Co., Goldsboro; R. R. Bellamy, Wilmington; L. Richardson Drug Co., Greensboro; Jno. M. Scott & Co., and the Burwell & Dunn Co., Charlotte. Two of the concerns are exclusively wholesale—L. Richardson Drug Co. and Jno. M. Scott & Co. The others do a large retail business in connection. All seem to be successful.

ITEMS OF NEWS FROM NORTH CAROLINA.

Jenkins & Farries, a new drug firm at Goldsboro, seem to be doing a good business.

S. P. Harris, formerly of Reidsville, is now doing a splendid drug business at Newport, Tenn.

Ballance, Dill & Co. have bought the drug store owned by Dr. N. J. McIntyre, at Morehead City.

Dr. H. J. Walker has just opened a new drug store at Dilworth, near Charlotte, a suburb, in fact.

J. Hicks Bunting, one of the most successful druggists at Wilmington, was recently married, and has just returned from a prolonged Northern tour.

The New Lloyd Library—The Dow Liquor Law is Constitutional—Indiana Pharmacists Have Trouble with the Medical Board.

(From our Regular Correspondent.)

Cincinnati, July 20.—Prof. John Uri Lloyd and his brother, C. G. Lloyd, have taken out a building permit to construct a house on Court street, to be used exclusively as a botanical library. The building is to be four stories high, and will be of pressed brick and brownstone trimmings. The Lloyds have probably the rarest collection of books on botany and materia medica extant. Their library has been famous for years, and it has frequently been written up in various college and other journals. Many of the books are yellow and torn with age, and long since out of print. Even the Congressional Library at Washington, established at the expense of the United States Government and maintained by public taxes, is said to be not quite so complete in this particular line. The first floor of the new library building will be used for the kitchen, laboratory and reception rooms. The second floor will contain bed chambers and stock rooms, and the upper floors will be used exclusively to store away the books and magazines that have accumulated for many years. When completed the new botanical library will cost between \$12,000 and \$15,000.

The Lloyds are exceptionally well known in the literary world. Prof. John Uri Lloyd is not only a leading chemist and wholesale druggist, but a well-known author. His "Eti-dorpha" had a large sale, and his more recent novel, "Stringtown on the Pike," is selling much more rapidly than Dodd, Mead & Co., the publishers, expected it to. Professor Lloyd has written text books on chemistry and other sciences, and is noted far and wide as a student and learned man. His brother, C. G. Lloyd, is not only a botanist of note, but a graduate in law. He has studied botany for years and is one of the eminent authorities of the country. He recently went to the Bermuda Islands and elsewhere to study the growth of fungi, and made many valuable photographs. Both the Lloyds will have their private dens in this modern and up-to-date library, and will be so situated that they can pursue scientific researches and write for the various magazines and other publications without being molested in any way. Work on the new library will begin at once.

THE DOW LIQUOR LAW DECLARED VALID

Common Pleas Judge Mower, of Springfield, Ohio, recently decided that the Middleton law, requiring druggists to pay the Dow tax for selling liquor, is constitutional. Detective John T. Norris, who is known all over the country, recently caused the arrest of Dr. T. J. Casper, a leading druggist of that city, for selling liquor contrary to law, and this decision is the result. The Middleton law is being discussed in all its phases this week by the Ohio State Pharmaceutical Association at the annual meeting in Dayton. An effort will be made to have the obnoxious law repealed.

INDIANA PHARMACISTS BEING STIRRED UP.

The Indiana State Board of Medical Examiners is after the druggists of that State, and the prosecution of one of the latter will follow to test or determine the status of the compounders of prescriptions and the authority of the board. Physicians of the small towns are flooding the board with complaints that the druggists are prescribing over the counter contrary to law. There promises to be a bitter fight between the druggists and the physicians of the Hoosier State. Both sides have employed attorneys to guard their respective interests.

HEARD HERE AND THERE.

The recent hot spell has given the soda water business a big boom.

Charles H. Gram, the Dayton druggist, has put a new soda fountain in his store.

Johnny Bauer, who was formerly on Sycamore street, is prospering on Walnut Hills.

Flames recently made a clean sweep of the pretty store of G. H. Stockman, of Loudonville, Ohio. Mr. Stockman will rebuild.

Col. O. B. Coffman, a widely known and popular pharmacist of the Gem City, is jubilating over the arrival of an heir at his Dayton home. Ten pounds.

George Lehman, of the Nippen Pharmacy at Chillicothe, and Miss Mamie Meirs, of Portsmouth, were recently united in wedlock. They have just returned from their honeymoon.

C. J. Krehlbell has opened an elegant pharmacy at Dayton, Ohio. He has long been connected with affairs pharmaceutical in that city and will no doubt meet with success in his new venture.

C. M. Ridgway, the druggist of Cedarville, Ohio, where Whitelaw Reid first saw the light of day, has just returned from an extended trip to the Hot Springs of Arkansas. His health is better.

The pharmacists of this city who have fought for decent prices and fair competition claim that the cut rate druggists are having more or less trouble securing goods. They feel sure of ultimate victory.

Dr. D. A. Yeiser, the new Mayor of Paducah, Ky., is a druggist, and a good one, too. The recently elected prosecuting attorney at Paducah is also a druggist, as well as a disciple of Blackstone and Kent.

The mother of Robert Quehl, the clever young pharmacist of Winton place, died recently at her home in Newport, Ky., of heart failure. Mrs. Quehl was one of the pioneer citizens of the city across the river.

Probably no city of similar size can boast of so great a hustler as Win Nye, of Portsmouth, Ohio. For some time he has been conducting two paying pharmacies, but he has recently added another to his chain.

A social event of more than ordinary magnitude was the marriage of Emil Zorn, the widely-known druggist of Twelfth and Elm streets, and Miss Emma Scroth, a social belle. They have just returned from the honeymoon.

Tureman & Son, the widely known pharmacists at Carlisle, Ky., are right up in the front line of the moving procession, as they have just bought an elegant new fountain for their store. It will improve the appearance of the store.

The local druggists took appropriate action at their last meeting on the death of Eugene Spangenberg, who for years conducted a pharmacy at Fifth and Plum streets. Mr. Spangenberg survived only a short time after the demise of his wife.

Joseph Blaesner, the popular pharmacist at Queen City and Hopkins avenue, Fairmont, has returned from Chicago, bringing with him his bride, née Miss Duffy, a Windy City belle. Local friends tendered the couple a pleasant surprise the other evening.

The Lawrenceburg Drug Company, at Lawrenceburg, Ky., is in line with other progressive firms, and now has a new soda fountain of elaborate design. They are making arrangements for dispensing sparkling beverages in all the popular and most exhilarating forms.

A New Story by Professor Lloyd.

Under the title "Warwick of the Knobs" the "Bookman," of New York, is publishing a study of events and conditions in Kentucky from the gifted pen of Prof. John Uri Lloyd, of Cincinnati. These refer to the Professor's boyhood days, and the characters of the story concern a class of people diametrically opposite to the principal characters of "Stringtown on the Pike," and in portraying these he succeeds in giving as faithful and sympathetic a view of their lives and emotions as he did of those presented in "Stringtown on the Pike." While he throws the characters and events into the form of fiction, it is easy to perceive that the aim of the author is to preserve for posterity as fair a picture as it is possible to make of a peculiar form of American life that no longer has a setting.

The story as a whole makes an advance upon Professor Lloyd's first novel, "Stringtown." To those who like "Stringtown" it will be a matter of interest to know that it is now in its sixtieth thousand.

The "Bookman" is a monthly illustrated magazine of literature published by Dodd, Mead & Co., New York, at \$2.00 per year; single copies, 25c.

Award of the Hanbury Medal.

We learn from the "Pharmaceutical Journal" that the gold medal presented biennially, in memory of Daniel Hanbury, for high excellence in the prosecution or promotion of research in connection with the chemistry and natural history of drugs, has this year been awarded to Dr. George Watt, C.M., C.I.E., F.L.S., who will thus become the eleventh recipient of the medal. Dr. Watt is reporter on Economic Products to the Government of India, officer in charge of the Economic and Art Museum, Calcutta.

ILLINOIS.

Illinois Board of Pharmacy Without an Attorney—New Developments in Clash Between the Governor and the Attorney-General—Candidates Registered—Great Enthusiasm at Chicago Meeting—Cheers for President Gale—District Organization Scheme a Great Success—The Board [of Pharmacy to Prosecute Sellers of Adulterated Chemicals—The Sale of Cocaine Again.

(From our Regular Correspondent.)

Chicago, July 16.—As a result of friction between the Governor and the Attorney-General the State Board of Pharmacy is without a regular attorney. W. A. Dyche, president of the board, says that the board will look out for the small prosecutions and that all its appeal cases will be handled by the Attorney-General of Illinois. Politicians say this action is most significant, and that within a short time the Attorney-General will assume the right to make all prosecutions undertaken by any of the State boards. Incidentally he will put in his own men as attorneys for each of the boards. This will have a direct bearing on the Board of Pharmacy, as it will determine the policy to be followed as well as compelling the board to accept the services of any man the Attorney-General may select. In addition trouble is likely to result because of friction between the Attorney-General and Governor Yates.

These assertions are made by a man who is in close touch with the situation, but who, for obvious reasons, does not wish his name to appear in connection with the statement. Heretofore the board has drawn up a list of a dozen or more attorneys and the list has been handed to State's Attorney Deneen. From this list Mr. Deneen would choose the man who would conduct the prosecutions in Cook County. There are ten or twelve boards in Illinois, and Howland J. Hamlin, the Attorney-General, evidently determined to get control of this patronage if possible. The matter was discussed with leading attorneys and the official was informed that the right to conduct all prosecutions in the State's name was vested in him. Mr. Hamlin is now acting on this advice and believes the courts will uphold him. The attorney is a son of the famous Hannibal Hamlin, formerly Vice-President of the United States, and is ambitious to secure political honor. After all the attorneys have been chosen the State's attorneys will be notified to take charge of all prosecutions that become necessary in the territory under their jurisdiction. Governor Yates has been doing as he has seen fit with all the State boards, and has stirred up considerable hostile criticism in a number of cases. He has put in political favorites in some instances against vigorous protest from those connected with the work. It is likely that he will retaliate by telling his appointees on the boards to ignore Hamlin's appointees, and he may also hold up the salaries of the Hamlin men. What influence all this will have on Board of Pharmacy prosecutions remains to be seen. The whole thing has gone on in secret so far and no inkling of it has reached the general public. Unless there is some hitch, however, it is asserted that the mine will be sprung within a short time.

MEETING OF THE BOARD.

At the meeting of the State Board, which has just been finished at Springfield, Bernhard Schwartz, of Salem, was elected vice-president in place of Mr. Jewett, who resigned. George Henry Sohrbeck, of Moline, was appointed to the board to fill out Mr. Jewett's unexpired term. The board examined a class of 80. These passed as registered pharmacists: John A. Bortz, Nauvoo; Moses Blumenthal, Chicago; William Downey, Wenona; Edwin Everett, Jr., Atkinson; Winfield Faulds, Chicago; Harry W. Glese, Bloomington; Ernest Hoernig, Chicago; John A. Houser, West Salem; J. C. Kritenbrink, Chicago; M. A. Levering, Chicago; A. J. Leonard, Chicago Heights; Frank M. Leslie, Manito; G. T. Mason, Springfield; F. L. Newman, Chicago; F. A. O'Connor, Evanston; E. Peyton, Pinckneyville; F. L. Pfaff, Centralia; A. H. Schulze, Chicago; J. W. Tudor, Homer. These passed as registered assistants: C. H. Althoff, Quincy; J. F. Becker, Freeburg; A. Platt, Decatur; Isadore Trace, Chicago. Under the time service clause of the law the following will be granted certificates: As registered pharmacists, E. C. Corgan, Tamaroa; F. C. W. Meyneke, Chicago; W. C. Sutton, Macomb; C. O. Schleuter, East St. Louis. As assistant pharmacists: W. S. Deuton, Taylorville; Jesse M. Keefauver, La Harpe; A. S. Rig, Macomb; F. Simpson, Vienna, and W. C. Wich, Quincy.

AN ENTHUSIASTIC MEETING.

The druggists of Chicago have just held one of the most enthusiastic meetings in their history. President Walter Gale

and the other officers of the first auxiliary district were cheered for their work, and the druggists subscribed \$1,200 with which to carry on the fight; \$800 was paid in. Ways and means of carrying out the plans of the association so as to prevent price demoralization were discussed. Reports were read by officers of nearly all the districts. All said they were in good fighting shape. The twelfth district sent in the largest contribution, \$169, through its president, B. A. C. Hoelzer. Mr. Mills, of the twenty-first district (Evanston), urged that the work of raising funds continue until the association has a substantial bank account. As the new auxiliary district system is likely to be adopted in other cities, the changes and additions to the by-laws made by the Chicago body are of interest. The following addition was made:

"The Executive Board shall have power to reorganize any one of the auxiliary districts, provision for which is made in Article X, whenever in its opinion (as determined by a two-thirds vote at a regular meeting) the best interests of the druggists in that district demand that this shall be done."

The other additions follow:

ARTICLE X. AUXILIARY DISTRICTS.

Sec. 1. The County of Cook shall be divided into not fewer than 20 nor more than 30 districts by the Executive Board of the association, these to be known as auxiliary districts of the association, and to be consecutively numbered.

Sec. 2. Each auxiliary district shall elect each year a president, a vice-president, a secretary and a treasurer, to serve until their successors have been elected and qualified.

Sec. 3. The president of each auxiliary district shall have full power to appoint such committees as may be deemed needful to the best interests of the district association.

Sec. 4. The officers of each auxiliary district shall constitute an Executive Committee for the district, with full power to act during the interval between meetings.

Sec. 5. It shall be the duty of the officers of each auxiliary district to collect the dues for the current year, such dues being fixed by the Chicago Retail Druggists' Association, as provided for in Article XI of its by-laws.

Sec. 6. It shall be the duty of the treasurer of each auxiliary district to remit promptly to the secretary of the Chicago Retail Druggists' Association the full amount of dues he may collect from time to time.

Sec. 7. The treasurer of the Chicago Retail Druggists' Association shall refund to the treasurer of each of the auxiliary districts the sum of \$1.00 for each member in good standing.

Sec. 8. The secretary and the treasurer of each auxiliary district shall present in writing a report of the transactions of their respective offices and the status of their district association to the Chicago Retail Druggists' Association at each of its quarterly meetings.

Sec. 9. The executive officers of the several auxiliary districts shall meet monthly, on the second Friday in each month, in conference with the Executive Board of the Chicago Retail Druggists' Association.

Sec. 10. The officers and members of the several auxiliary districts shall at all times recognize the Chicago Retail Druggists' Association as the governing body of the County of Cook.

Sec. 11. The constitution and by-laws of the Chicago Retail Druggists' Association shall be recognized as the constitution and by-laws governing each of the auxiliary districts, except that each district shall decide for itself what number of members shall constitute a quorum, and also the time of holding its meetings.

TO PROSECUTE SELLERS OF ADULTERATED DRUGS.

The State Board of Pharmacy is about to undertake wholesale prosecutions of grocers and department stores that make a practice of selling adulterated chemicals. The number of chemicals for the adulteration of which suit can be brought are not numerous, as only the drugs that are used internally, as washes or medicine of any description, can be made the basis of action. It is possible, however, for great injury and even loss of life to result from adulteration as at present practiced. For instance, some cream of tartar, so called, that was 87 per cent. plaster of Paris was found in one department store. By mixing it with a little water it would set. This chemical is sometimes given to babies, and the effect of a dose of plaster of Paris can be easily imagined. Borax was sold that was highly recommended as an eye wash. On analysis this was found to consist of 50 per cent. of sal soda. Baking powder and other "kitchen chemicals" that are used in food will not come under the same head, and no attention

will be paid to them, probably, by the State board. The board became active in such prosecutions not long since, and the crusade bore good fruit, for the wholesale grocers who sold different grades of chemicals marked "pure" and "commercial" took fright and added "not to be sold in Illinois" after the chemical marked "commercial." Under the old law the board was considerably handicapped, and the members succeeded in getting changes made that have, it is thought, cleared the way for successful prosecutions. The old law read: "He who shall willfully adulterate or sell," etc., should be liable to prosecution. The insertion of the word "willful" gave the lawyers an opening of which they quickly took advantage, and in the new law it does not appear. At present any one who sells an adulterated chemical, whether he be druggist or in a department store, is amenable to law.

THE COCAINE PROBLEM.

is attracting wide attention in the daily press. Attention has been called in the AMERICAN DRUGGIST recently to the enormous sales of the drug along State street, and now the police make an estimate that not fewer than 5,000 grains are sold every day by drug stores within the territory bounded by Adams street, Michigan avenue, Twenty-second street and the river. The extent of the traffic has become alarming, and it is likely that official action will be taken within a short time. In spite of the fact that the practice of selling cocaine to "fiends" is not only the height of immorality and also against the law, it is asserted that many druggists not only make the sales, but also operate the hypodermic syringe for the unfortunates. The following is from the Sunday edition of one of the biggest of the Chicago dailies:

"Here is a scene which took place in a lower State street drug store Friday night about 11 o'clock: A young girl, not over twenty years old, came in. A drug clerk was back of the counter. She thought he was alone. She laid a five-cent piece down on the counter and said to him:

"'Gim'me a shot.'

"He nodded his head and she stepped back of the prescription case. He indicated that she should bare her arm.

"'No, it's too sore there,' she said. She bared her leg to the knee. He took the 'gun' and made the injection. It was cocaine, and the exhilarating effect could not last upon her longer than fifteen or twenty minutes, but she was satisfied. She had paid out her last penny for the 'dope,' and she was going out to find more money—by theft or otherwise.

"A mention to the clerk that he was violating the law brought the response:

"'There isn't a clerk in this district that doesn't do the same thing. There's good money in it, and they've got to have it any way.'

Dr. Scealth, house physician at the House of Correction, says the habit is on the increase in Chicago at a fearful rate. He blames irresponsible druggists for much of the evil done by cocaine. The paper also prints a number of illustrations of the "fiends" as they were photographed while undergoing treatment. All the above is in exact accord with the statement of one reputable druggist who is in the neighborhood and who has steadily refused to have anything to do with this nefarious traffic. He says things have reached such a pass that a druggist in some localities who refuses to cater to such traffic soon loses his trade, as the customers go to some one who will sell them what they want.

CHICAGO NOTES.

Walter Gale, president of the Illinois Pharmaceutical Association, has gone to California to stay until September.

The American Medical Missionary College, at 1926 Wabash avenue, has amended its charter so that it can have a department of chemistry.

The Alumni Association of the Northwestern University Pharmacy School, has elected these officers: President, F. Kahn; secretary, J. Scott.

Theodore E. Ott, of Columbus, Ind., has been elected secretary of the Indiana State Board of Pharmacy to succeed Charles E. Crecellus, of New Albany, Md.

Burglars broke in through a rear window of the drug store of A. S. Coppack, at Barry and Evanston avenues, July 3, and carried off \$50 worth of drugs and cigars, besides making away with the cash register, which contained \$18.

City Collector Brandecker says that Chicago druggists are unusually slow this year in paying their license fees. Those who sell cigarettes seem to think, he said, that the law is a dead letter. Detectives have been ordered to watch for offenders.

The new directories are on the point of being distributed. The new book, it is said, will be the largest of the kind ever got out. One downtown druggist says his penny-in-the-slot machine took in \$80 last year, and that if the company does not supply them again this season that he will buy one.

A curious story comes from St. Louis regarding the fire at the drug store of J. C. Haffner, at Manchester and Ewing avenues. Mr. Haffner, his wife and three-year-old daughter were sleeping over the store and might have been burned to death had it not been for the screams of a parrot that awakened them. Other families living above were also saved by the parrot's cries. The bird was burned to death.

Frederick Frazier was found by a policeman wandering about with a loaded revolver, and as he appeared to be on the point of committing suicide, he was arrested. Frazier told Justice Hall, before whom he was brought, that until recently he had been a druggist in Indianapolis. He sold his store and started for Chicago. He got off the train at South Chicago by mistake, was robbed of \$500 and was arrested for being drunk. When discharged he went two days without food, and it was then that the officer met him, revolver in hand.

NORTHWEST NOTES.

At What Cheer, Iowa, W. D. Platt has sold out to R. S. Alexander & Co.

Treepainer & Co., at Grand Forks, North Dakota, have been succeeded by J. Widlund.

The Burwell-Neisler Company, at Decatur, has sold its stock to McNier & Harrold.

F. S. Hopkins, of Benton Harbor, Mich., has been succeeded by the Hopkins Drug Company.

At Olin, Iowa, Dr. Port has sold his interest in the firm of Snyder & Port to Mr. Macumber.

Mr. Pascoe has bought out his partner in the firm of Arens-child & Pascoe, at Ottumwa, Iowa.

H. C. Teck, of Albion, Mich., has sold her stock to her former clerk. The stock has been attached by a liquor firm, which asserts that the transfer was merely for the purpose of avoiding payment of a bill.

Another "Castoria" Injunction.

Vice-Chancellor Reed of New Jersey has filed an opinion in the cases of the Centaur Company against C. Link and others, a bill having been filed to enjoin the defendants from manufacturing "Castoria" and selling it wrapped in sealed bottles similar to those of the complainant. The defendants are enjoined against manufacturing the imitation of Fletcher's product. The injunction asked for against the Cumberland Glass Manufacturing Company of South Jersey for having manufactured the bottles in which the substitute was put up, was denied.

Obituary.

Albert J. Yaw, one of the oldest druggists at Belvidere, Ill., died suddenly, July 7, of neuralgia of the heart. Mr. Yaw was born in New Lyme, near Cleveland, Ohio, July 11, 1832. In early life he was a commercial traveler. He became an influential citizen in his home city, but was little known to the public at large because of a retiring nature. All those who knew him well, however, esteemed him highly. He lived at one time at Freeport, Ill., and was at another time in business with L. C. Lewis.

Charles Timberlake, 24, son of Arthur Timberlake, the well-known druggist of Indianapolis, died June 24 from Bright's disease. He had been in Chicago superintending the construction of an electric switchboard which he invented while connected with the Indianapolis telephone companies.

A. Davidson, the veteran druggist of Lancaster, O., died June 30 at his home of old age, he having reached within one day of 82 years. He was a native of Ireland, coming here in 1835. He conducted a drug store in Lancaster since 1865.

Edward W. Brant, who was at one time a leading druggist in Elizabeth, N. J., died at his home in that city on July 6. His death resulted from the effects of the recent heat. He was 55 years old.

Agrippa M. Doty died at his home in Poughkeepsie, N. Y., on July 4, aged 41. He was a partner in the firm of Doty & Humphrey, of Poughkeepsie.

Edmund W. Brant, who was for many years a prominent druggist in Elizabeth, N. J., died at his home in that city on July 5, aged 57 years.

Patrick Ney, who was formerly connected with Hon. J. B. Blackburn in the drug business at Bellaire, O., died on June 25 at St. Louis, aged 27.

James V. Ramos, formerly in the drug business at Norfolk, Va., died at Richmond on July 8, aged 47 years.

James B. Slater, druggist, of Johnstown, Pa., died at his home there on July 4.

MISSOURI.

Friction with the Local Jobbers Over Containers—The Reduction in Discount Discussed—The New Rules Promulgated by the Jobbers.

(From our Regular Correspondent.)

St. Louis, July 16.—Quite a little stir was caused among the local retail druggists on the first of the month by the new set of rules inaugurated by the wholesale druggists. The retailers claimed in the first place that they should have received notice of the new rules at least one week before they went into effect instead of the same day. They say this would have enabled them to get rid of many of the containers they now have on hand. They also feel that not being able to return their empty containers except for immediate refilling will cause them a great inconvenience. They further claim that the wholesale druggists severely overcharge them for containers. Many of them are quite indignant over having their discount cut down from 1½ per cent. to 1 per cent.

RETAILERS PROTEST.

As a result of this dissatisfaction the matter was made a special order of business at the regular monthly meeting of the St. Louis Apothecaries' Association, held at the College of Pharmacy last Wednesday afternoon. Owing to the extreme heat, the attendance was rather small, but what was lacked in numbers was made up in enthusiasm. All features of the new rules were discussed pro and con. Finally a committee consisting of R. C. Reilly, Dr. Otto F. Claus, and Mr. Johnson was appointed with instructions to call upon the wholesalers and request that a 2 per cent. discount be given and that the old rule in regard to returning containers be re-established. Up to date the committee has nothing to report.

THE NEW RULES.

which have caused the commotion are as follows:

Containers.—Containers of every description, excepting carboys, will not be received for credit, but will only be accepted for immediate refilling, nor will they be received for storage.

Deliveries.—We will make no deliveries of goods except for customers direct to their stores.

Merchandise.—No merchandise ordered by a customer can be returned for credit after the same has been properly delivered.

Signed orders for goods given to salesmen of manufacturing and distributing houses, after having been accepted by us, are not subject to countermand, and such goods, when delivered, are not returnable to us under any circumstances whatever.

First of Month Orders.—This practice will be discontinued. We cannot date bills ahead under any circumstances.

Terms.—Beginning with July 1, 1901, our cash discount will be 1 per cent. when bills are paid prior to the 10th of the month following date of purchase. No cash discount will be allowed after the 10th of the month, and all purchases will be due and payable on the 15th of the month following the date of purchase—i. e., June purchases will be subject to a discount to July 10 and bill will be due and payable on July 15, interest charged after maturity. The circular was signed by the Meyer Bros. Drug Co., the Moffit-West Drug Co., and the J. S. Merrell Drug Co.

ST. LOUIS ITEMS.

Drs. Hall and Lewis are opening a new drug store at Blaine and Tower Grove Avenues.

L. Meyers Connor, professor of chemistry and Dean of the Department of Pharmacy in the University of Dallas, has been spending a week in the city, getting pointers in regard to running a college of pharmacy.

THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.



Robert Ramsdell,

Traveling representative of the J. O. Ellwood Lee Co., of Conshocken, Pa., in Boston and vicinity.

Mr. Ramsdell, who enjoys the acquaintance of a large number of the trade in Boston and vicinity, is not a salaried man, nor does he work on commission as do ordinary traveling salesmen. He buys and keeps on hand a stock of plasters and surgical dressings, and takes the risk of all credits like any jobber or wholesale dealer. He began his connection with the plaster business as salaried man with the firm of Grosvenor & Richards in 1888, and has continued to handle plasters and antiseptic goods ever since. Mr. Ramsdell had the misfortune to have his leg crushed in a railroad accident a few years ago, and it was found necessary to amputate it a few inches below the knee. He wears an artificial leg and gets around comfortably. Although 70 years old, he declares he is still young and spry, and does a good business. Mr. Ramsdell is an attentive reader of the AMERICAN DRUGGIST, and takes great interest in the success of the N. A. R. D.

Boston.—Henry Spavin is still hustling for James W. Tufts, of this city. He has pulled off lots of business this season.

E. Fougere & Co., of New York, are represented here by Rudolph Wirth. He is an energetic knight and looks carefully after the interests of his firm.

H. W. Thomas looked in upon us recently. He travels for F. R. Arnold & Co., of New York, and is well liked by the trade.

Frier Bros. are continuing the hunt for orders in this locality. They had W. E. Lowe in here a few days ago booming things for them.

H. S. Thomas is another drummer for whom the heat seems to have no terrors. He was about the town not long ago booking orders for W. R. Warner & Co., of New York.

F. R. Partridge reports much success with the soda fountain trade, and he is now looking for more scalps. His goods are of the James W. Tufts brand.

Buffalo.—F. W. Buescher, manager of the Buffalo branch office of Parke, Davis & Co., with several traveling men under his charge, is off to Atlantic City for a quite extended vacation, as he has stuck to business too closely of late and his health is suffering.

George H. Macy, who stands for the visible part of the drug house of Dodge & Olcott in this vicinity, was with us a season during the second week of July and took his usual good amount of orders.

John Gleichmann, salesman on the road for Rosengarten

& Sons, chemists, came to Buffalo shortly before the middle of July and went the usual round, and, as usual, did well.

H. Leerburger, who has represented the firm of Leerburger Bros. in the Buffalo district for a considerable time, took his usual good list of orders this month.

F. L. Washbourne, representative of W. J. Bush & Co., essential oils, is in Buffalo, looking sharply after the business of his house, which appears to be in a flourishing condition.

R. L. Tye, who comes to us regularly in the interest of Merck & Co., has already been his July round, and after booking his regular amount of good orders, has gone to do the same elsewhere.

Cleveland.—F. D. Wiseman has been securing some large orders for Frederick Stearns & Co.

J. B. Hoveler is hustling the druggists who dispense soda water into line. You can now find "iced malted milk" at the majority of fountains.

Carl F. Clarke, representing Billings, Clapp & Co., is soliciting this city for orders. Mr. Clarke's visits are always rewarded.

W. I. Lerch has paid his midsummer trip to our city, and informs us the perfume trade is on the increase. This bespeaks not a little for Mr. Lerch and the house he represents, Colgate & Co., as they are both very popular with the druggists.

A. G. Armstrong, of the Hanson Granule Co., New York, has a new article as a good proposition to offer the trade.

W. H. Hamilton, representing the Fisher Chemical Importing Co., is a new man in this territory, he having been representing his firm in the Eastern States, and more recently in Pennsylvania. However, his debut in this section has been of great credit to the firm, as well as to himself, as he has to win his way into the hearts of druggists who were so warmly attached to his predecessor, Mr. Parsons, who on account of ill health seeks warmer sections for his field of labor.

Cincinnati.—R. W. Stockton, who is well known here, is on the road in the interest of the Southern Pharmacal & Chemical Company of Louisville.

Dr. John F. Haynes, one of the hustlers in the employ of the W. H. Schieffelin Company, writes that he is in the New England States on his annual vacation.

C. P. Calvert, who is well known to druggists all over the Middle States, both as a traveling man and wholesale druggist, is now doing a drug brokerage business in this city. He is doing well, too.

Frank Pike, one of the clever traveling men representing Sharp & Dohme, stopped here the other day en route to Dayton to attend the meeting of the Ohio State Pharmaceutical Association.

Major George Budde, who has charge of the sundry department for the Stein, Vogeler Drug Company, went to Dayton yesterday to attend the convocation of Ohio druggists. Max Fuchs, who sells sponges and chamols for the same concern, is also in the Gem City.

Chicago.—Vernon Waldron and E. H. Brown have just passed through Chicago on their return trip to the Pacific coast. They have secured the Pacific coast agencies for Merck and for Johnson & Johnson, which they will operate in partnership. Mr. Waldron is well known as the representative of Lundborg's perfumes, but he will drop these in order to handle the new lines of goods.

This is the vacation season, and many salesmen connected with Chicago houses are hunting or fishing. The chances are, from present reports, that they will return with a good crop of stories and a lot of sunburn, if with nothing else.

W. D. Rowles, in charge of the special preparation department for Parke, Davis & Co., at the Chicago branch, has gone to visit his home in England.

H. B. Patterson, southside man for Parke, Davis & Co., is spending his vacation at West Union, Iowa.

O. G. Eastman, of Searle & Hereth, has just got back from a vacation trip.

P. B. Fitzgerald, of Morrisson, Plummer & Co., has left for his annual outing.

John F. Matthes, Chicago manager for the Whitall-Tatum Company, is greatly improved. He is able to be at the office, and the amount of vitality he has displayed in rallying from his recent sick spell has proven a most agreeable surprise to his friends.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, July 20, 1901.

THE volume of business in the several departments of drugs, chemicals and pharmaceutical preparations continues limited under the influence of the vacation season and no changes of major importance or especially new features are to be noted. Notwithstanding the lack of surface animation, the demand has been fairly active in all departments, and the general situation is considered satisfactory. While speculative interest seems wholly suspended for the time being, and buyers are pursuing a conservative policy, prices are characterized by an appearance of strength and a confident tone prevails. The chief fluctuations are appended:

HIGHER.	LOWER.
Opium,	Balsam copaliba,
Oil neroli,	Balsam Peru,
Oil sassafras,	Balsam tolu,
Coca leaves,	Oil anise,
Oil pennyroyal,	Oil bergamot,
Golden seal root,	Oil cassia,
Serpentaria root,	Cantharides, Chinese,
Poppy seed,	Canary seed.
Camphor,	
Colchicine,	
Linseed oil.	

DRUGS.

Alcohol is held with increased firmness, in view of the advance in price of corn, but quotations are as yet unchanged and sales are making within the range of \$2.45 to \$2.47, as to quantity.

Balsams.—Copaiba is lower to the extent that the inside quotation for Central American is now 36c, without, however, stimulating the demand, which is confined to retail lots chiefly. Canada fir of the new crop is close at hand, and while quotations are as yet unchanged, an advance over the present range of \$2.75 to \$2.80 is looked for. Peru is offered more freely, but the distribution has not been materially increased by the recent price reduction to \$1.30 to \$1.40. Tolu is neglected, and holders offer more freely, at 25c to 28c.

Barks.—Angostura continues in moderate request, but the supply is somewhat concentrated, and 10 cents is generally named. Cascara sagrada continues in good jobbing demand, and with primary markets firm, holders quote 5c to 7c. Soap, crushed, is passing out in fair volume into channels of consumption at the range of 5c to 5½c. Nothing new has come to the surface with regard to other varieties, and business is generally confined within the limits of the average midsummer consumption.

Buchu leaves are inquired for, but the current transactions are light and unimportant, with the quoted range 34c to 36c for short and 75c for long.

Cantharides, Chinese, are pressed for sale, without, however, any apparent effect on the demand, which continues light. Holders now quote whole at 52½c and powdered at 57½c to 60c. Russian are quiet and unchanged, at 63c to 65c.

Cassia buds continue to offer freely at the range of 22c to 24c, as to quality, with a moderate jobbing demand experienced.

Chamomile flowers of the new crop are in improved receipt, and new Hungarian are offered at 16c. New crop German are in good demand and firm, at 26c to 28c, while Roman remain unchanged at 21c to 25c.

Coca leaves, Huanuco, are held with increased firmness owing to scarcity, 36c to 39c representing the present range of the market, as to quality. Truxillo is offered a shade more freely, in consequence of the arrival of fresh supplies, but prices are steadily maintained at 27c to 28c.

Cod liver oil is easier in tone, owing to some pressure to realize on the part of holders, who quote as low as \$20.50 for desirable brands, while ordinary offers down to \$19.75.

Colocynth apples are in fair request, with the quoted range of Trieste at 36c to 42c; selected, 43c to 45c, and Spanish, 15c to 16c.

Damiana leaves are in light supply, and the market is firm at the range of 9c to 10c, as to quality and quantity.

Ergot is passing out to the trade in jobbing quantities within the range of 55c to 57c for German and 60c to 62c for Spanish.

Haarlem oil has fluctuated somewhat since our last, but the low price of \$2.00 quoted early in the week has been withdrawn, and \$2.10 to \$2.15 and \$2.50 is now quoted for parchment-covered and corked, respectively.

Lycopodium is in good jobbing request and values appear well sustained on the basis of 50c to 51c for ordinary and 52c to 53c for Politz.

Menthol is dull and neglected. Lots are obtainable in some instances at \$3.50, and we hear of a sale or two at this figure, though most holders name \$3.60.

Morphine is without important change either as regards price or demand, and the market continues to rule firm on a basis of \$1.75 to \$1.90 for bulk.

Naphthaline has come to hand in fair quantity during the interval, and this, coupled with some falling off in the demand, has weakened prices to the extent that some holders now offer flake at 2¼c and ball at 2.90c.

Opium is maintained in firm position and values are fractionally higher, though there is a total absence of speculation, and the demand is confined to small jobbing parcels, for which \$3.50 is generally paid, though single cases are still obtainable at \$3.22½ to \$3.25. Powdered continues quiet, but firm, at \$4.25 to \$4.30, as to quality and quantity.

Quicksilver is maintained at full previous prices, though the demand is not of a very active character; quoted, 66½c to 67c.

Quinine is less firm, the anticipated increase in demand having failed to materialize. The heavier shipments of bark from Java, which have been a feature of the market, have also affected the position of the alkaloid, and stock in outside hands is offered at lower prices, one sale of Java being reported at 28c, and we hear of sales of German at 30c to 31c. Meanwhile local manufacturers continue to quote 34c. At the bark sales in Amsterdam on July 18, the price of cinchona bark declined 15 per cent., 9 Dutch units being paid as against 10½ at the preceding sale. This has further depressed the quinine market, but prices are as yet unaffected and no immediate reduction is anticipated.

Saffron is easier in tone, but prices are not quotably changed from \$6.25 to \$6.50 for Valencias, while American is quoted at 14c to 15c.

Senna leaves are in fair jobbing demand, and the quotations of the market remain firm at 10c to 12c for natural Alexandria, 18c to 20c for garbled and sifted, and broken at 6½c to 7c. Tinnivelly are held at 7½c to 8c, as to quality and quantity.

Tartaric acid is selling actively, the season's demand being good, and holders quote 29c to 29½c for powdered and 28½c to 29c for crystals.

Vanilla beans are quiet, but steady, at \$9.00 to \$12.50 for whole Mexican, \$7.50 for cut, \$4.75 to \$7.50 for Bourbon, \$2.00 to \$2.25 for Tahiti, and \$1.25 to \$1.40 for Vanillons.

CHEMICALS.

Alum continues to realize \$1.75 to \$1.90 for lump, \$1.80 to \$2.00 for ground and \$3.00 to \$4.00 for powdered, and supplies are passing out quite freely both on contract orders and in jobbing quantities.

Ammonium carbonate continues in fair seasonable demand and the market is firm on the basis of 8½c to 9½c.

Arsenic, white, has not varied from 3½c to 4c, as to quantity and quality. A moderate jobbing trade is reported.

Benzolic acid remains quiet, but there is no urgency to sell at any concession from 40c to 42c per lb. for artificial and 12½c to 13c per oz. for natural.

Bismuth subnitrate is held at full previous prices, and a moderate jobbing trade is being experienced.

Blue vitriol is in better supply and the market is slightly easier in tone, though there is no apparent urgency to realize, and quotations are well maintained on the basis of 4.60c to 4.75c, as to quantity.

Boric acid is without new feature of interest. Sales are making in a jobbing way at 10½c to 11½c for crystals and 11½c to 11¾c for powdered.

Carbolic acid is in good seasonable demand, and the sales have been at 23c to 24c for crystals in bulk and 28c to 29c in lb. bottles.

Citric acid is held and selling in fair volume at 37c to 37½c per lb. for kegs, domestic, and 38c to 38½c for Sicilian.

Hydrochinone is irregular and unsettled, owing to competition among holders, and while \$1.45 has been paid for jobbing quantities, round lots offer at \$1.35.

Nitrate of silver is steady on the reduction noted in our last. The quotation of the market ranges from 40c to 41½c, as to quality, the inside price being for 1,000 oz. lots.

Oxalic acid is less actively inquired for, but prices are well sustained at the range of 5½c to 6c.

Salicylic acid is meeting with more attention, and holders are firmer in their views, at 39½c to 42c.

ESSENTIAL OILS.

Anise remains very quiet and supplies now offer at \$1.27½.

Bay is in good demand, and prices are steady on the basis of \$2.15 to \$2.25 for bulk and \$3.15 to \$3.25 for 22 oz. bottles.

Camphor is in moderate demand, and the market is steady at 9c to 10c in cases.

Cajuput has developed increased strength since our last and holders are firm in their views, at 47½c to 55c.

Cassia has declined during the interval, and the market is easy at the revised range of 70c to 72½c for 75 to 80 per cent.; lower grades quoted 62½c to 65c.

Citronella is steady and in request, at 19c to 21c and 22c to 23c for drums and cans, respectively.

Lemongrass remains quiet but steady at the range of \$1.50 to \$1.55 for native and \$1.70 to \$1.75 for redistilled.

Neroli is higher under the influence of adverse crop reports, recent cables from Grasse stating that the crop is finished and is practically a failure. Prices in Grasse have been established on the basis of \$40.00 for the best grade of Petale and \$35.00 for Bigarade.

Orange is moving out quite freely, and the quotations of the markets are maintained at \$1.40 to \$1.50 for sweet, as to brand and quality.

Pennyroyal continues scarce, and the tone of the market is firm, with sales at \$1.25 to \$1.35.

Peppermint is decidedly stronger in tone, and prices have materially advanced since our last, the offerings of pure in bulk being at \$1.30 to \$1.40, though the price might be shaded for spot goods.

Safrol is not openly offered and it is difficult to get a quotation. Advices from Japan are to the effect that the Japanese Government have decided to make the price of safrol in Japan 50c, instead of 35c, as heretofore, and this action has served to materially harden the market for all varieties of sassafras oil.

Sassafras is tending steadily upward under the influence of the conditions noted under safrol and diminishing stocks. Holders of natural are firm at 38c to 39c, while artificial is held at 29c to 31c.

GUMS.

Aloes are in good request and steady at unchanged prices, or, say, 4c to 4½c for Ouracao, 6c to 6½c for cake and 16c to 24c for Socotrine, as to quality and quantity.

Arabic is meeting with a fair inquiry, and the market appears steady at 40c to 45c for picked, 28c to 32c for seconds and 12½c to 14c for sorts.

Camphor is in improved position, the bulk of the cheaper

lots in second hands having been taken up, and nothing new offers under the prices quoted by refiners, or, say, 60½c for domestic in bbls. and 60c to 61c in cases. Japan cakes held at 62c to 65c.

Senegal is being taken in small and unimportant quantities only, but prices are well sustained on the basis of 15c to 24c for picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth is inactive, but the quotations of the market do not vary from 65c to 75c for Aleppo, 50c to 60c for second, 75c to 80c for first Turkey, 50c to 55c for second, and 40c to 45c for third.

ROOTS.

Golden seal is in fair demand, fall-dug being given, the preference, but buyers and holders are somewhat apart in their views. Bids of 45c have been turned down, and 47½c to 50c is generally named, while spring-dug is firm at 45c.

Ipecac continues held and small sales of Rio are making at \$2.85 to \$3.00. Carthagena is held at \$1.75 to \$1.80, as to quality and quantity.

Jalap is jobbing fairly at the quotations of the market, but no important transactions are reported.

Senega has appreciated in the interval and is maintained at 32c to 35c, though it is reported that supplies are offering in the interior to arrive at 30c.

Serpentaria is scarce on spot, and with a good consumptive inquiry prices are maintained firmly at an advance to 34c to 35c.

Sarsaparilla, Mexican, is scarce and in demand, and the limit has been raised to 7½c, an advance of ¼c.

SEEDS.

Canary is dull, and the tendency now favors buyers. Smyrna being offered at 2½c to 2¾c; Sicily is firm at 2½c to 2¾c.

Caraway is inactive, and Dutch is offered more freely at 5½c to 6c.

Poppy is taken with more animation, owing to adverse crop reports, and prices are fractionally higher, the revised quotation being 4½c to 5c.

Rape remains quiet, but firm, at 3¾c to 3½c for German and 3c to 3¼c for domestic.

Health Hints for Business Men.

An English medical authority, who has been studying the habits and health of men of business, has discovered what can scarcely be considered a novelty, which is, that judicious exercise and proper diet are the regulators of good health. He claims that the business man eats anything and everything, is always in a hurry, and takes as little exercise beyond that required by the business as possible. And this is the professor's advice:

"The series of exercises begins with knee bending, with the hands on the floor as a starting position, from which the legs are extended backward until the body is supported by the hands and feet, or, as the strength and dexterity increase, by the fingers and toes. In this position the body and the legs are rigid, while the arm and chest muscles may be exercised by bending and straightening the arms. The first attempt at this exercise will probably be a surprise to the beginner, requiring more muscle than one would suppose from the apparent ease with which the feat is performed by the expert.

"After recovering from this exercise the seeker after health may place himself on his back on the floor, extend his arms along the carpet to serve as a base, raise his bent knees over his face and extend them to the floor again. Two or three repetitions of this will do for the beginner, who will discover, to his surprise, that the thing is by no means as easy as it looks.

"Another trunk exercise which is very effective consists simply in lying flat on one's back on the floor, and raising the trunk to a sitting position without the assistance of the hands. To a man not accustomed to it, this exercise is of almost incredible difficulty, but with a little practice it becomes simple and easy.

"These exercises should be varied according to taste and judgment. If one should be found too severe, it may be lightened by performing it less frequently, and in no case should the exercise be continued to such an extent as to induce excessive fatigue or prostration."

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AS TO A DECADENCE IN PHARMACY.

THE enterprise of the AMERICAN DRUGGIST is again shown in the special report of the annual meeting of the British Pharmaceutical Conference, which is printed in this issue in advance of its publication by any other drug journal. The Conference stands in the same relation to the pharmacists of Great Britain as the American Pharmaceutical Association does to the pharmacists of this country, and it is interesting to note that our English cousins are being confronted with the same kind of problems in regard to the future of pharmacy as we have to face here. We are sorry that the limitations of space prevented the reproduction in full of the able, instructive and entertaining address of President Druce. We have only been able to present it in outline, including, however, the salient paragraphs relating to the changing conditions of present day pharmacy in Great Britain and his forecast of its future.

The English pharmacist is beginning to feel the effect of the multiplication of stores and the accompanying individualism and to note the consequences. The situation in Great Britain has its analogue in the larger centers of population here, where stores are multiplying to an excessive degree, and the returns from investment are becoming less and less each year. The reaction from this is to be observed in the formation of firms or corporations which possess the capital and the ability to combine a number of stores under one management. Combinations of this kind are already doing business in New York, Boston, Chicago and San Francisco, and it was only the other day that word came to us of a movement on foot in Philadelphia, whereby a syndicate with a capital of \$1,000,000 would buy out all the retail drug stores in that city. As a cause of a certain decadence in pharmacy perceived by the President of the British Pharmaceutical Conference, the formation of syndicates or combinations having several stores under a single headed control was considered the most important, and the one to be most deplored.

In the early 'sixties and 'seventies when pharmacy was perhaps a more exclusive profession, when education was less general and the entrance requirements consequently more severe, commercialism was less to the fore, and there was more call upon intellectual faculty and upon the pharmacist's chemical and pharmaceutical training. The druggist of to-day buys his preparations ready-made, and for the beginner store experience is not what it used to be, so that the advocates of the dropping of the store experience requirement for both graduates in pharmacy and licentiates of boards are, perhaps, justified to a certain extent in their contention.

As a natural result of the new tendency, the spirit of

association work has changed, and where scientific research and investigation were once uppermost we find today that commercial topics press more insistently for attention. There is more demand for a knowledge of business methods, and the cry of the day is for a better business education. In fact, the present unfavorable condition of the drug trade is referred by some to a lack of the qualities and the business knowledge possessed by the successful men in dry goods, groceries and other lines. Ways and means have been discussed of making the annual meetings of national associations of pharmacists more popular, and the remedy that is invariably put forward deals with the repression of the scientific spirit and the cultivation of the commercial and the social.

We believe there is room for the development of specialization in both branches of pharmacy. It is as true of our own country as it is of countries perhaps more advanced in education and culture that the drift of the educated pharmacist is toward congenial occupation, and the study and the application of the truly educated pharmacist tends more and more in the direction of the public analyst and bacteriologist, and it is in this capacity as well as in that of the medicine dispenser that he is likely to serve the community and preserve as much as may be left of the "lost art" of the apothecary. On the other hand, the exclusive cultivation of "side lines," department store methods and all that is included under the term "business education" makes for a differentiation into classes of pharmacists such as obtains in countries like France and Germany. In fact, a beginning has been made in this direction in this country by the recognition of two grades of licensees by the Board of Pharmacy of the State of New York.

THE ST. LOUIS MEETING.

IN our news column we print an outline of the plans of the local committee, a perusal of which indicates that those druggists who take this occasion to visit St. Louis will not be in danger of having time hang heavily upon them. The applications for space by prospective exhibitors have been so numerous as to insure the success of this novel feature of this meeting and the committee having this feature in charge are determined to make the exhibit so interesting and so instructive that every pharmacist who gives it the proper degree of attention will be not only entertained but materially benefited. In fact, the primary reason for the institution of an exhibit was not to give an opportunity for manufacturers to place their wares before the retailer, but to give to the retailer an opportunity to see for himself all that is new, original and instructive in pharmacy, and it is confidently hoped that the exhibit will prove the means of largely increasing the attendance of the men actively engaged in the retail drug business—the men behind the counter.

Another feature of the meeting which promises to be of great value to the practical druggist is the work of the Committee on Practical Pharmacy, which has grown in interest and importance from year to year as a widening circle of druggists lend their aid to the committee on what is practically a collective study of the practical problems of the drug store. The compounding and dispensing

of drugs is by no means a lost art, a fact very clearly shown in the statistics submitted by this committee at the Baltimore meeting, and the problems of the dispensing counter are of perennial interest, there being ever new remedies and new combinations and consequently new problems to be solved by the dispensing druggist.

As noted in our news columns, a special excursion rate of a fare and a third has been made by the railroads leading to St. Louis, and members who go by way of Buffalo can secure the privilege of stopping over at the Pan-American Exposition by depositing their tickets and paying a fee of one dollar. Details as to the routes from the respective sections will be furnished by the several members of the Transportation Committee, whose names follow:

Chas. Caspari, Jr., Baltimore; S. A. D. Sheppard, Boston; Caswell A. Mayo, New York; W. J. M. Gordon, Cincinnati; Moody B. Avary, Atlanta; T. Ashby Miller, Richmond; Albert E. Ebert, Chicago; Chas. T. Heller, St. Paul; A. K. Finlay, New Orleans, and H. M. Whelpley, St. Louis.

WHERE SHALL THE STATE ASSOCIATION MEET NEXT YEAR?

NO decision has as yet been arrived at by the Executive Committee of the New York State Pharmaceutical Association in regard to the selection of a place of meeting for next year's convention. When the city of Elmira was named by the committee which was appointed to select a suitable locality at the June meeting in Buffalo the committee's choice failed to receive the unanimous approval of the members present, and the final determination of a meeting place was left to the Executive Committee of the association. While the selection of Elmira was perhaps inadvisable at the time, owing to the fact that the druggists of that city had not expressed a unanimous desire to bring the meeting there, the situation is different now, and from all accounts there is a real wish on the part of the Elmirians to receive the druggists of the State and entertain them fittingly in 1902. In regard to the movement for the selection of Brighton Beach, New York City, as a place of meeting, we confess to have little sympathy with it. New York City has been well favored in the recent past, and it is questionable if any great addition to the membership or any other special benefit would result from holding the meeting here in 1902. It is unfortunate in this connection that political considerations should have any influence in the probable choice, but such seems to be the case in the present instance, and it would clear the air considerably and be very reassuring to the druggists of the whole State, irrespective of parties or divisions, if a speedy decision in favor of Elmira were to be rendered by the Executive Committee. In saying this we are sure we reflect the sentiments of every druggist in the State who has the interest of the State Association at heart.

The AMERICAN DRUGGIST regrets to state that it has been imposed upon by the author of the article on Ice Cream published in our last issue on page 37. The article was submitted to us in apparent good faith as an original essay, and was accepted and paid for as such, but the editor of *Merk's Report* advises us that it was first published as an original communication in the columns of that journal for May, 1900. We are glad to publish this as a warning to the editors of other pharmaceutical periodicals who may be approached by O. B. Salisbury for the sale of MSS. We may add that Salisbury has admitted his guilt in this most discreditable transaction.

DISTINCTIVENESS AS A FEATURE OF TABLETS.

BY SEWARD W. WILLIAMS, PH.C., F.C.S.

NOTE the space devoted by the Pharmacopœia to the physical characters of drugs, especially crystalline salts, active principles, etc., and consider the application of it all to much of what the present day pharmacist dispenses—tablets and tablet triturates in particular. It is evident that natural distinctions are largely lost, active poisons and harmless remedies often looking exactly alike, while the same thing may appear in divers forms and colors.



SEWARD W. WILLIAMS.

IMPORTANCE ATTACHED TO CHARACTERISTIC APPEARANCE OF MEDICINES.

Considerable value has in the past been accorded to differentiating qualities in remedial agents.

In 1840 liquorice was omitted from paregoric because it gave a dark color resembling laudanum, thus leading to a possible confusion of the two opium tinctures—an example of deletion with a view to avoiding mistakes.

Compound tincture of lavender was used in solution of potassium arsenite to give distinctive taste and color—an illustration of addition with the object of providing against errors.¹

Morphine is being supplied in cubes to emphasize its individuality—an instance of change of form to preclude misuse.

A number of proprietary tablets bear letters or monograms, and an imported pill has the name "Blaud" impressed on its surface—artificial distinctions, which, whatever their main object, serve the purpose of ready differentiation.

GENERAL ABSENCE OF DISTINCTIVE CHARACTERS.

Of the thousands of tablets, tablet triturates and pills in use, however, very few possess any distinctive features, except where color or taste assert themselves, and even these, in the case of tablets and pills, are commonly suppressed by coating. Not only are qualitative differences obliterated, but quantitative distinctions as well, there commonly being no difference in size corresponding to the amount of active agent present.

Is it desirable that distinctive features in medicines be maintained in so far as practicable? Or is it better that they be lost or disguised?

INTERESTS INVOLVED.

The individual interests of the physician, the pharmacist, the patient and the manufacturer are all involved in these questions. The security of all concerned would seem to be favored, directly or indirectly, by the most practicable means of readily distinguishing between medicines; but if we may judge by the opposition of the medical profession to any provision for easy recognition, it is in the interests of physicians that distinctive features be lost or destroyed. As to the public, the very large class in the community, which derives more good from an unknown than from a known remedy, may, in a way, be ben-

efited by having no clew to what the doctor is giving it. The smaller but more philosophical class is served as well by knowledge as by mystery and runs fewer risks.

POSSIBLE DANGERS.

When the pharmacist dispenses two or three kinds of tablets all looking alike, they are distinctly labeled and probably put up in boxes of different colors. But when the physician comes into the house with his elegant buggy case outfit, it is not impossible that different tablets of the same appearance may be left in unmarked or loosely marked cups or saucers, and that, although his directions may be explicit, a servant in dusting the room may change the position of the receptacles, with the result that a child may take the medicine intended for an adult with unpleasant consequences.

MANUFACTURERS HAVE DONE THEIR PART.

It is but justice to certain manufacturers to say that they have done their best to reduce risks all along the line. Some years ago a great manufacturing house adopted the plan of imprinting on each of their tablet triturates a number corresponding to a number in their price-list, naturally believing that all concerned would appreciate such a ready means of differentiation. But it turned out that this was just what the physician did not want, and that he was opposed to any means by which the patient could, through any source, identify the remedy prescribed. (Unfortunately the same objection applies to prescriptions and copies thereof, but this is aside from our subject. It suggests the need of sealed or popularly indecipherable prescriptions with no ownership on the part of the patient and consequently no claim to copies.) All the manufacturers can do under the circumstances is to insure, by their systems of checks and cross checks, absolute security until their seals are broken. "Eternal vigilance" is their motto, and they live up to it.

OPPOSITION OF THE MEDICAL PROFESSION.

It makes little difference why physicians oppose distinctive features in tablets. They do so oppose them and manufacturers must be governed accordingly. The not unnatural pharmaceutical explanation is that the doctors want to control the distribution of tablets. The medical explanation is that the best results are obtained when the patient remains in ignorance of what he is taking. There is doubtless a good deal of truth in each view of the case; but we must certainly give the medical profession credit for unselfishness in its attitude toward preventive medicine, and why not in the matter of tablets as well?

THE THERAPEUTIC VALUE OF MYSTERY.

Suppose the doctor prescribes chocolate coated quinine tablets, and the patient objects to taking quinine; the physician simply indulges the complainant by giving him a pink sugar coated tablet, and the sick man wonders what it was that did him so much good. Another doctor may want to change from purple to orange for the same reason. And so it goes, *ad hoc et ab hac*, confusion worse confounded, and the rainbow weeps over its chromatic inadequacy. It is, however, a question whether the therapeutic value of mystery is not often more than counterbalanced by the risks involved.

PRINTING ON PILLS.

In the early eighties, the founder of one of the largest pill houses in the world invented a most ingenious machine for printing on pills either in color or by mere impression; but, while this solved the problem from the standpoint of safety, physicians objected for the reasons

¹ The addition of compound spirit of lavender serves another purpose beside that of giving distinctiveness of appearance; it preserves the solution from the growth of a fungus peculiar to solutions of arsenic.—*Editor.*

already given, and the machine remained unused—a monument to the painstaking care and thoughtful precaution of the manufacturing pharmacist.

PRACTICAL DIFFICULTIES.

One of the great tablet houses has frequently resorted to coloring as a means of individualizing various formulas of compressed tablets; but, aside from the objections given, it was found that it was impractical because of so many proprietary tablets which were exact duplicates of those regularly offered by pharmaceutical manufacturers for professional use. Difficulty was also found in using dies of uneven surface to stamp letters or figures on the tablets, there being in many instances extra breakage and expense in production. Even in the case of proprietary tablets, where this difficulty is either overcome or disregarded, it is not uncommon for the physician to order the remedy put up in capsules rather than let the patient lose its mystic effects because of knowledge conveyed by the imprint on the tablets.

TABLETS TO WHICH THE FOREGOING OBJECTIONS DO NOT APPLY.

There are two classes of tablets, however, to which the preceding arguments do not apply—poisonous antiseptic tablets for the surgeon's own use, and dispensing tablets designed for exclusive employment by the pharmacist. In the former, color, form and imprint have already been resorted to as a means of ready distinction, and with little or no opposition. In the latter, so far as the writer knows, lack of any distinctive features is the rule. In this class we may have a one grain strychnine tablet, a half-grain morphine tablet or a fourth-grain atropine tablet, all of which look alike—neither kind nor quantity finding any expression in appearance or size. The manufacturers are careful to state that they should never be sold to the public, as each tablet contains a poisonous dose. The makers also use bottles of distinctive form. This class of tablets is at present numerically small; but the manifest accuracy and convenience afforded so strongly commend them to the pharmacist that it is quite probable that during the next ten years they will greatly increase in number and use.

EACH MAKER A LAW TO HIMSELF.

Inasmuch as the objections to distinctive features do not obtain in the case of dispensing tablets, it would be quite natural for each manufacturer to adopt some scheme by which each tablet would bear evidence of individuality or sufficiently close classification, for the danger of mistaking one of these tablets for another—perhaps of most violent and opposite physiological action—is probably greater than has ever before presented itself in pharmaceutical preparations. Notwithstanding that the bottles are of such form as to insure a knowledge that some dispensing tablet is in hand, once out of the bottle the tablets would seem to be unrecognizable without an analysis both qualitative and quantitative. When once the manufacturer's seal is broken, the reputation of a life time may hang on the precautions taken by the pharmacist.

POSSIBILITY OF EVEN REMOTE DANGERS SHOULD BE GUARDED AGAINST.

It may seem unwise or even wrong to suggest that there lie in existing conditions possibilities not only of mistakes, but for foul play designed to injure the pharmacist, his clerk, the physician, the patient or the manufacturer. In many pharmacies the dispensing stand is not as inaccessible as it should be. We do not hesitate to discuss preventive measures generally for fear of suggest-

ing the evil we desire to negative. Our duty is to make danger, in so far as we can, impossible. If there was ever need of precaution in pharmacy, it is certainly called for in the case of highly poisonous tablets looking not only like each other, but closely resembling a multitude of harmless things.

NEED OF A SCHEME INDORSED BY SOME GENERALLY RECOGNIZED AUTHORITY.

It would seem that some scheme for individualizing or closely classifying these tablets by means of color, form or imprint (imprint is doubtless best) should be adopted. Such a plan, to be capable of general adoption, should receive the indorsement of some generally recognized authority, as the Pharmacopœia or National Formulary. Otherwise manufacturers, naturally averse to copying each other, may each adopt a system of his own, with a resulting confusion approaching in danger the existing sameness. An official indorsement of a plan, formulated with the co-operation of those most interested, should be sufficient to insure unity of action, should action after thorough consideration be deemed desirable. Ten years from now the question may present insuperable complications.

In the case of tablets generally, however desirable distinctive features may be, from considerations of public safety, they are evidently out of the question. The doctors have settled this point.

There seems no reason, however, why objections should be raised in any quarter against a practical plan, if such can be devised and generally agreed upon, for individualizing, in so far as possible, tablets which never go as such to the patient and which are handled only by the pharmacist.

DRUG STANDARDS AND HOW TO ESTABLISH THEM.

BY A. R. L. DORME, PH.D., BALTIMORE, MD.

(Continued from page 358, Volume XXXVIII.)

JABORANDI LEAF.

Pilocarpus pennatifolius has been for many years a rather neglected drug on account of the success following the hypodermic administration of its active principle, pilocarpine. It has, on the other hand, been interesting as well, inasmuch as the constitution of its active principle, pilocarpine, after being so neatly worked out and promulgated by Hardy and Calmels, has been shown to be wrong, and the conclusions drawn by these chemists unwarranted. To further make the matter interesting, two investigators are now at the same time busy on this subject of the constitution of pilocarpine—Messrs. Pinner in Berlin and Power and Jowett in London. As is unfortunately, but probably naturally, the case in such cases, there is some sparring going on between the two investigators. This lends zest and interest to the work for both, and stirs both up to their best endeavor. Pilocarpine, and, of course, jaborandi, increase the secretions of the salivary and lachrymal glands, as well as the mucous glands of the mouth, throat, nose, and deeper respiratory passages, the pancreas, gastric secretory glands, the intestinal glands, and particularly the sweat glands and ceruminous glands. These glands secrete more solid as well as more liquid matter. The bile, urine and milk are apparently not affected by the drug. The seat of action of the drug is the terminations of the secretory nerves—the minute fibrils which ramify between the epithelial cells. These fibrils are stimulated by pilocarpine and paralyzed by atropine, so that atropine is the antidote for pilocarpine, which an-

tagonism is also manifested on the eye, as pilocarpine contracts the pupil. As it has not been definitely settled at the present writing whether pilocarpine is the only active principle of the drug, and whether isopilocarpine is also active, the determination of total alkaloids is as yet the only correct criterion of the strength of the drug *jaborandi*. Since as much as 1.95 per cent. pilocarpine has been obtained from hairy leaves of *Pilocarpus pennatifolius*, and about 1 per cent. is said to be the average yield from these leaves commercially in the manufacture of the alkaloid, it would seem that about 0.75 per cent. would be a safe standard for total alkaloids for the drug. On the other hand, however, these hairy leaves are not generally met with in commerce, and I have great trouble in securing them at times, and the bald leaves contain considerably less, running sometimes as low as 0.25 per cent. total alkaloids. Besides this, there have come in recent years into the market quantities of small *jaborandi* leaves of the variety *Pilocarpus microphyllus*, and these yield quite considerably less alkaloids, in fact run as low at times as 0.15 per cent. total alkaloids. While this should not affect the question, inasmuch as they will not yield satisfactory results therapeutically, yet it appears proper not to make the standard too high, in view of the apparent depreciation of the yield of the leaves in recent years, and it would seem best to make the standard 0.5 per cent. total alkaloids, which would yield preparations of ample therapeutic strength, and yet not too high to enable pharmacists to procure the necessary raw material therefor.

KOLA NUT.

For many years caffeine containing drugs have been in common use, not only as a beverage, as in the case of tea and coffee, but also as a medicament, as in case of guarana and more recently also kola. It is an unexplained fact and curiosity that for so many centuries civilized and uncivilized peoples have so universally almost used caffeine containing plants as beverages, especially as they possess no peculiar taste or odor to guide in their discovery or selection. Besides this, caffeine, theobromine or any other of the xanthine compounds possess no qualities that induce marked symptoms or effects as do alcohol, opium, cocaine or hashish, and which explain the frequent use of these drugs. In fact, these caffeine containing drugs possess just the opposite effects, brightening the intellectual faculties, stimulating to increased energy and work. Coffee contains caffeine; tea contains caffeine, together with some theophylline (theine being identical with caffeine); cacao or chocolate contains theobromine; guarana paste from Brazil is formed from the seeds of *Paullima Sorbilis*, and contains caffeine and theobromine; Paraguay tea contains a little caffeine, but less than ordinary tea or coffee, and kola contains caffeine, with small quantities of theobromine. Caffeine, theobromine and theophylline stimulate the central nervous system, while caffeine acts besides on the kidneys, muscle and heart. None of them are by any means strong poisons, and fatal intoxication has not been observed as following their use. Large injections of caffeine resemble strychnine in their action, the reflex irritability is markedly increased, the lightest touch being followed by powerful contraction of almost all the muscles of the body. In ordinary doses, caffeine stimulates the central nervous system, especially that part associated with psychical functions. Ideas become clearer, thought flows more rapidly and fatigue and drowsiness disappear. The stimulation of the higher nervous centers is often evidenced by the insomnia which in many people follows indulgence in coffee or tea late at night. Coffee facilitates the reception of sensory impressions, including a

more sensitive and delicate touch, and also the association of ideas, while the transformation of intellectual conceptions into actual movements is retarded. While both caffeine and strychnine act on the spinal cord, increasing the activity of nerve cells, caffeine acts on the psychical, while strychnine acts on the vital or reflex functions thereof. Caffeine stimulates and strengthens muscle, and for this reason induces to work and prevents fatigue; it also increases the absolute strength of the heart's action, as the heart contracts against a greater aortic pressure than it would normally, due to the caffeine increasing aortic pressure by contracting the smaller arteries, and at the same time the amount of blood expelled by each heart beat is slightly increased. Caffeine also strengthens and quickens the respiration by a stimulant action on the medullary center; increases the body temperature from 0.5 to 1 degree C., and especially acts on the kidneys, causing a decidedly increased secretion of urine. It acts directly on the renal epithelium, causing an increase in its activity, which is manifested by a more rapid secretion of urine. Guarana has fallen off decidedly in recent years, and its place is rapidly being taken by kola, although the latter contains by far less caffeine than guarana. The great difference in price probably accounts for this. It has been found that the caffeine is contained in kola in the form of a tannin compound called kolanin, and in assaying it, it is necessary to decompose this before extracting the caffeine. There are two kinds of kola nuts in use—those from Africa and those from the West Indies. The former are smaller and chocolate brown in color. There is practically no difference in the amount of caffeine they contain, and the African variety is the main one met with in commerce. There is nothing in the claim that kola preparations from fresh nuts possess any merit or advantage over those made from dried nuts. It has practically been decided that kola will be official in the next pharmacopœia, so that more importance will hence attach to it than has been the case heretofore. The experience of some investigators indicates that only 1.25 per cent. caffeine is contained in the average kola nut, but my experience indicates that they contain more, and that 2 per cent. is a fair standard for them—i. e., for dried kola nuts. The theobromine is, of course, included with the caffeine in this standard.

MALEFERN ROOT.

Although malefern root is as old, perhaps, as any drug, and although many other taenicides have been proposed, tried and used with more or less success, still malefern holds its own, and is used probably as much to-day as ever. This is undoubtedly due to the fact that it contains principles that kill the tape worm, while the efficiency of cusso, pomegranate, pink root and pumpkin seed is more or less questionable. Some authorities say it is advisable to administer oils, especially castor oil, with the malefern, as it facilitates its passage through the stomach to the intestine, and prevents its absorption in the stomach, thus preventing its producing its poisonous effects by absorption in the stomach. Other authorities, notably Poulssohn, claim that it is not desirable to administer oils with the malefern, as they dissolve the filicic acid and thus promote its absorption. This is an important question in view of the not infrequent poisoning that has occurred after the inhibition of malefern. In Germany, the prevailing sentiment apparently favors the administration of the malefern with the castor oil; in fact, they advise mixing the oil with the drug before extracting the oleoresin. It has been generally considered that filicic acid is the active principle of malefern; but Boehm has found that the drug contains, besides filicic acid, a series of neutral and acid bodies present, according to him, in larger quantities than

filicic acid—aspidin, aspidinin, flavaspidic acid, albaspidin and aspidinol. Of these, aspidin is contained in the largest quantity in the root, and is the most important, although aspidinin is also highly poisonous. Boehm considers the therapeutic and toxicological effects of the malefern are attributable to aspidin, aspidinin and filicic acid. In view of Boehm's work, the question of standardizing malefern becomes too uncertain to actually establish a reliable standard for the drug with assurance. It has not been established that aspidin and aspidinin are really taenicides, and until more definite facts are established pharmacologically about all three of these substances we cannot expect to establish any trustworthy standard. If it is desirable to standardize malefern at all, pending this work, it would seem that a filicic acid standard would be as trustworthy as anything that can be found, especially as Flückiger states that in his opinion the active principle of malefern is unquestionably filicic acid. According to Dacomo, filicic acid is the isobutyric acid ester of oxynaphthoquinone. The ethereal extract of malefern—i. e., the oleoresin—should contain 6 per cent. of filicic acid. In view of the fact that children are probably as commonly administered oleoresin malefern as adults, and on account of the markedly unpleasant nature of the dose, it would be a distinct gain for medicine if the pharmacologists would take up the matter and decide just what is the taenicial principle, and then administer that in the pure form. If it is one of the three mentioned substances, it can be made up into chocolate coated tablets, and there would be no trouble henceforth in curing tapeworm, since any child will take a chocolate coated tablet.

MANDRAKE ROOT.

Mayapple or mandrake root has practically gone out of use as such in medicine on account of the general use of its so-called resinoid, podophyllin. As usual with these resinoids, podophyllin is a mixture of several substances, two of which are probably podophyllotoxin and picropodophyllin; but the chemistry of these substances is as yet so hazy that nothing definite can be said of them. Pending the advent of this work, we can establish no better standard for mandrake than a podophyllin standard, and this has been commonly placed at 4 per cent. podophyllin.

NUX VOMICA.

That nux vomica contains two alkaloids, brucine and strychnine, in about equal amounts, has long been known, and also that strychnine was probably the only efficient alkaloid present. Yet despite this knowledge, it has been usual to take no chances and to standardize the drug by the amount of total alkaloids it contained. As this quantity averaged in typical samples of the drug 3 per cent., this quantity was determined upon as the standard strength for nux vomica. The British Pharmacopœia, 1898, establishes a strychnine standard for the liquid and solid extracts, viz., 1.5 grammes strychnine in 100 c.c. for the liquid and 5 per cent. strychnine for the solid extract. The German Pharmacopœia still adheres to the total alkaloid standard, but in its usual indefinite way mentions no standard, but regulates its standard by stating that the alkaloids from a certain amount of drug, after being extracted as prescribed, shall not require more than a certain amount of centinormal alkali solution to titrate to a permanent indicator color. No one knows just what this standard is until he calculates over the whole process, and then, no doubt, many will not be able to find out what it is. Nothing can be gained by this secret method of assay, it seems to me. Pharmacology teaches us that strychnine is a powerful stimulant of the central nervous system. It quickens the respiration and deepens it; it does not affect the heart, but does stimulate the vasomotor

center. In the alimentary tract it has the same action as other bitter substances, producing a flow of saliva and increased appetite if taken before meals. In the metabolism it produces a very great activity of the muscles, and therefore increases very greatly the consumption of oxygen and the output of carbonic acid. Brucine resembles strychnine very closely in action, but is about 1-40 as strong only, requiring about forty times the dose to produce the same effect. It acts, besides, powerfully on the nerve terminals of voluntary muscle, which strychnine does not. The strychnine standard of the drug should be 1.5 per cent.; of the fluid extract 1.25 per cent., and of the solid extract 6.5 per cent.

OPIUM.

Opium is assayed by its morphine strength, and while no opium is admitted into this country that contains less than 9 per cent. of morphine, this is not its standard by any means. The gum that is usually sent to market contains about 10 to 10½ per cent. of crystallized morphine, although I have assayed Salonica opium that assayed as high as 17 per cent. morphine. In making opium preparations any strength opium will answer, as the assay of the finished preparation is what really decides the assay strength thereof. Thus, to make official laudanum, which contains 1.3 to 1.5 grams of crystallized morphine in 100 Cc., one can use an opium assaying 10 per cent. or one assaying 15 per cent. morphine, the only difference being that in the latter instance less opium will be required, and the product will have less extractive and less specific gravity. When these assayed products become more general, as they will in the next pharmacopœia, and still more so in the succeeding pharmacopœias, the question of heavy full strength fluid extracts will have to be shelved, for the density or specific gravity of a fluid extract will be no criterion of its active principle—i. e., therapeutic strength. In other words, a thin fluid extract of cascara sagrada, ergot, etc., may be as active therapeutically, or more so, in fact, than a heavy fluid extract of the same drugs; for while the latter may be loaded with inert extractive and contain but little active principle, the former may contain more active principle and considerably less extractive. In reference to the standard of opium, it is of interest to point out that the custom is to state this in terms of crystallized morphine, which means morphine plus one molecule of water of crystallization. Just why this was done is difficult to say, for it requires a heat not exceeding 60 degrees C., whereas the usual temperature for drying substances for analytical results is 100 degrees C. As the morphine was formerly weighed on a filter and requires continued heating at 100 degrees C. to get it anhydrous, it might have been the fear of charring or altering the weight of the filter paper weighed with the morphine that established the custom of the weighing with one molecule of water of crystallization. The present standards for opium and its official preparations are given below. In view of the fact that the opium of commerce is getting a little richer in morphine than it was, it may be possible that the standard in the next pharmacopœia may be raised a little, although for reasons above given this is not necessary by any means.

Opium Pulvis, not less than 13 nor more than 15 per cent. of cryst. morphine.

Opium, in the moist condition, not less than 9 per cent. cryst. morphine.

Extractum Opium, 18 per cent. crystallized morphine.

Tinctura Opium (Laudanum), 1.3 to 1.5 grams cryst. morphine in 100 Cc.

Tinctura Opium Camphorata (Paregoric), not assayed.

Tinctura Opium Deodorata, same as Tinctura Opium.

Vinum Opium, 1.3 to 1.5 grams of cryst. morphine in 100 Cc.

(To be continued.)

NEW REMEDIES.

Viscine.—*Viscum album* contains a substance styled viscine which is analogous to rubber and Riehl (*Wiener Klin. Rundschau*, 1900, 44, 888) found that it could be used with great advantage in plasters, mixed with powders designed for application to the skin. Viscine does not irritate the integument, and its color and odor do not hinder its use in plasters.

Melon. A cicatrisant. The concentrated extract of *Melilotus cæruleus* of the natural order Papilionaceæ, containing cumarin probably in combination with melilotic acid, and an essential oil. It occurs as a thick, greenish-black liquid with an aromatic odor. It may be applied to wounds in order to stimulate healing and the formation of scars.—*Centralbl f. d. ges. Ther.*, Nov., 1900.

Dymal.—Salicylate of didymium is sold under this designation by a German chemical firm. According to C. Kopp this remedy is a very fine, non-irritating, antiseptic and dessicant powder for wounds. As it is a by-product in the manufacture of the Welsbach incandescent "mantles" it is very inexpensive. It can be used as dusting-powder or in a ten per cent. lanolin ointment.—*Pharm. Centralhalle*, 1901, No. 10.

Alsol.—This is a combination of aluminium with acetic and tartaric acids, and may be used in many infectious conditions in medicine and surgery. Hoenigschmeid used it as an antiseptic and astringent, non-toxic gargle, and prefers it to potassium chlorate. In glossitis (inflammation of the tongue) and in croup it may be used in a 1 per cent. solution as a wash, and the parts may be painted with a 5 per cent. solution.—*Therap. Monatsschfte*, 1900, 14, 589.

Pankreon is a gray, odorless powder which is prepared by the action of tannin upon pancreatine. It is very resistant to the gastric juice, and has a marked tryptic effect, 1 gramme of pankreon digesting in 15 minutes at 40 degrees C. 100 grammes of albumin in a slightly alkaline solution. It has been used in many cases of pancreatic insufficiency (absence of trypsin in the secretion) with good success by Gockel.—*Pharm. Centralhalle*, 1901, No. 10.

Dermosapol.—This is a mixture of oil, fat, lanolin and paraffin, together with alkalis in insufficient quantities for complete saponification. Various substances that are to be absorbed by the skin may be added to dermosapol. Among these are potassium iodide, cod liver oil, balsam of Peru, etc., in the treatment of tuberculosis and scrofula. These compounds never irritate the skin. Dermosapol may be employed in diseases of the skin, in surgery, and in diseases of women. In combination with lysol or corrosive mercuric chloride, or carbolic acid it may be used for the disinfection of the surgeon's hands or of the field of operation.—*Deutsche med. Woch.*, Febr., 1901.

"Tutu."—Easterfield and Aston (*Proc. Chem. Soc.* 16, 213) examined three varieties of "tutu"—viz., *Coriaria ruscifolia*, *C. thymifolia* and *C. angustissima*. They isolated from these a glucoside "tutuin," $C_{17}H_{26}O_7$, which occurs in colorless crystals, melting at 208-209, very soluble in acetone, less so in chloroform, insoluble in benzene. Marshall found that the action of "tutu" is similar to that of coriamyrtin, but it is much less stimulating. The action of the new glucoside is chiefly upon the medulla oblongata and the base of the brain. The "tutu" plant belongs to the genus *coriaria*, which is well known in New Zealand and used in various forms by the

Maoris in drinks, dyes, tattooing, etc.—*Nouveaux Remèdes*, 1901, p. 227.

Pyramidon camphorate.—Lyonnet and Lançon (*Lyon médical*, April 28, 1901) have called attention to the experiments of Albert Robin, Bardet, and Bertherand with pyramidon (an amide derivative of antipyrine), and have shown that, according to these observers, this remedy has the property of increasing the coefficient of oxydation, a property which justifies its use in tuberculosis. The only objection is that the remedy in question is at the same time a diaphoretic, and produces in these patients profuse sweats. In order to obviate this disadvantage, Bertherand combined it with camphoric acid, the well-known antisudorific. This acid forms two salts with pyramidon—the acid camphorate and the neutral camphorate. Bertherand used the former. It is prepared by the reaction between molecular proportions of the two constituents. The product is a crystalline body, soluble in water. It is but slightly toxic (0.20 Gm. per kilo in a rabbit). Bertherand gave tuberculous patients 1 gramme daily in two wafers. This dose may be increased without any inconvenience. The camphorate of pyramidon may also be given in liquid mixtures.

Tasteless Fluid Extract of Cascara.—According to E. Aweng (*Oesterr. Zeitschr. f. Pharm.*, 1900, 55, 6) cascara bark contains a very bitter glucoside, emodin, which occurs in the drug in quantities averaging 3 per cent., and acts as a purgative in doses of 20 to 30 grammes. Cascara also contains another purgative, frangulic acid, constituting over 16 per cent. of the bark, and this latter principle is tasteless. A tasteless fluid extract of cascara may be prepared as follows: One kilogramme of the bark is reduced to powder, covered with hot water, and macerated for six hours. The residue is then extracted by pressure. The liquid (2 to 5 litres) is mixed with 200 cubic centimetres of a solution of ammonia, and is evaporated down to 800 Cc. on the water bath. When the liquid is cool, it is treated with milk of lime until an alkaline reaction has been obtained, the glucoside then having been precipitated. After shaking vigorously, it is allowed to stand and filtered. The filtrate, if alkaline, is acidified with tartaric acid in order to remove the excess of lime; the preparation is allowed to stand for eight days and then filtered. Finally 200 Cc. of alcohol are added, and the product is brought up to 1,000 grammes.

Mycoserum, or Muscle-Juice.—A Lambotte (*Journal de Pharmacie d'Anvers*, March, 1901) investigated the methods of preparing and isolating the active nutritive elements of muscular tissue. Richet and Héricourt have recommended the employment of muscle-juice or "myoserum" in tuberculosis. Lambotte took 4.5 kilos of chopped meat, added half this quantity of water, macerated for three hours and expressed the meat. In this manner he obtained two litres of a liquid whose specific gravity was 1.010. This liquid, filtered and evaporated, leaves a dry residue of 38 grammes per litre. The ash weighs 7 grammes per litre, the coagulated albuminous substances 17 grammes per litre. If equal quantities of meat and water were taken, the residue was only 30 grammes per litre. This process by no means exhausts the meat, for on macerating the residue and again expressing, the liquid obtained gives 28 grammes of dry residue per litre, of which 6 grammes were ash. This liquid was rich in coagulable proteids. The ash of muscle-juice was rich in phosphoric acid and in calcium salts. It is better not to use a press, for the elasticity of the meat fibers prevents complete extraction in this way. The meat is simply placed upon a fine sieve over an earthenware vessel, and the juice allowed to drip off slowly.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

AN ANALYTICAL INVENTORY.

SOME STOCK STATISTICS OF A DRUG STORE.

I HAVE just finished figuring up an inventory taken this spring, and find the details so interesting and instructive and the facts so in line with the argument to which I have held, that I interpolate it here, though it break the continuity of the series of business talks.

In taking this inventory the loose leaf system was used and the classification of the different stocks accomplished without trouble or delay. The sheets were purchased already ruled for the purpose, being exactly the same size and ruling as the large blank order sheets furnished to retailers by the wholesale houses. In fact, we ran short of the special paper and used a pad or two of order blanks to finish out with.

The time of taking was ten days, two men working at it ten hours a day, one calling off and the other writing down. There were some interruptions, but the loss of time from this did not amount to a great deal, as there were two other clerks and the porter to look after the store and all routine work. Some eight hundred sheets were used in the taking down, the number being reduced about one-half in the finished work, as many sheets contained but a few items which were afterward brought together on one sheet.

The method of work was to first take the fixtures of the whole establishment and then the stock, a new sheet being taken for each class of articles as we came to it. For instance, in taking fluid extracts, the quarter, half, and pint bottles of these are all in the fluid extract closet; five pint bottles and gallon jugs on shelves in the laboratory, and also duplicate unopened stock in the store room. On reaching the closet the caller off called "fluid extracts," and then proceeded to call off the names and quantities; the writer taking a sheet and heading it "Fluid Extracts," proceeded to enter them. When this closet was finished the next thing in order was the chemical closet, and the writer simply laid aside the fluid extract sheet and, taking a fresh sheet and heading it "Chemicals," kept right on without interruption. When the other fluid extracts were finally reached no time was wasted looking for the first sheet, but another one was started in each instance. This, of course, used a lot of paper, but the paper was of much less value than the time.

The writer used a small, light stand containing a drawer, which he moved from place to place as required. The sheets were in pads, and as soon as one was filled or a change necessary, the sheet was torn off and placed in the drawer. At night the sheets were gathered up, the class of stock that each contained written in red ink on the lower left hand corner, and, after being perforated, they were placed on a "Shannon" binder board in alphabetical order by means of the card index that comes with the board. These binder boards have a double arch file at the

top and a perforator at the bottom. Papers are readily taken on or off or changed about at will.

After everything was taken and the papers condensed and fully classified the goods were priced at leisure, this operation covering some two months' working at spare times. A summary was then made, as given here, in duplicate, one copy for the proprietor's use and kept in his desk for frequent reference, and the other placed with the inventory which is kept in the safe. Before putting it away it was bound between heavy card covers, the whole being held together by a tape drawn through the holes made by the perforator.

Recapitulation of Inventory, Taken May 1, 1901.

THE FIXTURES.

96 items	Store fittings.....	\$1,616.55
32 "	Show window fittings.....	105.25
460 "	Laboratory fittings, appliances and utensils.....	1,076.89
54 "	Soda fountain and appurtenances.....	1,087.17
30 "	Cellar fittings and utensils.....	187.55
76 "	Office furniture and fittings.....	501.58
166 "	Books in library.....	228.75

Total of fixtures..... \$4,801.54

THE STOCK.

The Drug and Chemical Stock in Detail.		
1,610 items	Sundry drugs and chemicals.....	\$1,499.49
42 "	Acids.....	65.02
32 "	Homeopathic mother tinctures.....	32.87
452 "	Tinctures, syrups and other galenicals..	284.05
254 "	Fluid extracts.....	120.93
66 "	Solid and powdered extracts.....	20.31
183 "	Essential and fixed oils.....	150.03
60 "	Ointments and cerates.....	62.79
64 "	Pressed herbs.....	15.12
182 "	Elixirs and pharmaceuticals.....	125.29
660 "	Pills and tablets.....	889.00

3,605 items	Total amount of drug stock.....	\$2,764.90
2,974 items	Patent and proprietary medicines and preparations.....	\$2,311.14
194 "	Wines and liquors.....	1,931.34
54 "	Mineral waters.....	56.49
34 "	Cigars.....	91.90
32 "	Confectionery.....	58.80
356 "	Stationery and stationer's sundries....	293.45
194 "	Cutlery, razors, pocket knives, scissors, lancets, etc.....	308.27
182 "	Pocket-books and physicians' cases....	184.30
160 "	Sterling silver toilet articles.....	205.63
128 "	Perfumery.....	295.51
32 "	Eye-glasses, spectacles, etc.....	182.39
34 "	Trusses, shoulder braces, elastic hosiery.	160.10
108 "	Toilet soaps.....	165.96
34 "	Sponges.....	134.99
22 "	Chamois, chamols jackets and chest protectors.....	87.06
182 "	Surgical dressings and supplies.....	222.13
153 "	Rubber goods, syringes, atomizers, hot water bags, nipples, etc.....	285.34
618 "	Druggists' sundries.....	572.53
165 "	Brushes.—Hair, tooth, nail, bath, etc...	275.84
30 "	Combs.....	58.36
88 "	Pill, powder, ointment and other boxes.	127.43
176 "	Labels, wrappers and other printed matter, envelopes, cartons and wrapping paper.....	514.01
182 "	Empty bottles.....	439.91
64 "	Corks and rubber stoppers.....	81.12
	Revenue stamps on hand.....	19.38

6,166 items	Total of stocks other than drugs...	\$9,061.38
	Drug and chemical stock.....	2,764.90

Total of stock.....\$11,826.28
Fixtures..... 4,801.54

Grand total.....\$16,627.82

Before discussing this inventory I wish to ask the readers to favor me with similar outlines drawn from actual inventories, as many valuable deductions may be drawn from such tabulated facts. In sending invoices the gen-

eral trade conditions should be given, though all information furnished will be considered confidential so far as the name of the proprietor and the precise location of the store is concerned, unless permission is expressly given to use them.

THE CHARACTER OF BUSINESS DONE.

By way of arriving at an intelligent understanding of the inventory, I will state these facts about the business it represents.

The store is situated in a town of five thousand inhabitants where there are two other drug stores, twenty miles from New York City. It has been established eighteen years, and the original start was made with about four thousand dollars capital. The working force is four registered pharmacists and a porter.

The store keeps open every day in the week, daily 7 A. M. to 10 P. M., and 11 P. M. Saturdays. Sundays, 8 A. M. to 8 P. M. The soda fountain is closed Sundays, and only one man is on duty that day, as Sunday business is not encouraged.

The number of prescriptions averages forty daily, prescription blanks being sent out on the first of each month to thirty-three nearby physicians, veterinary surgeons and dentists.

Regarding the wine and liquor stock enumerated, a perfectly respectable and legitimate business is done in bottled goods under a State storekeepers' license. In no case are liquors sold except as the law prescribes, and it is the proud boast of the proprietor that no one has bought a glass of liquor in his establishment since the doors were first opened. The first duty of the clerk who opens the store on a Sunday is to cover up the soda fountain with a cloth cover lettered "Soda Fountain Closed Sundays," and hang near the front door a large sign, reading "Positively No Wines, Liquors or Alcohol Sold on Sunday Except on Physician's Prescription."

Those who know the store know that the latter sign is no bluff but means just what it says, and that the best customer we have cannot get even a pint of alcohol on Sunday unless they bring a doctor's prescription written on that same day for it. We break the law for no one.

THE LARGE PATENT MEDICINE STOCK.

One reason for the patent medicine stock inventorying so large is that all the leading preparations are bought in jobbing quantities to get the extra discount, and also that we keep a very complete line for its advertising value so that it is well known throughout the surrounding country that we "keep everything," and people often drive miles for some preparation that their local stores do not have. Our trade in antitoxin, vaccine and new remedies covers the whole county, orders being sent by telephone and delivered by mail. The patent medicine list includes also our own special preparations, of which we have a great many. The number of items mentioned in the inventory of the patent stock is however more than the actual number of different preparations kept, as there are some repeats in the list; the actual number is probably some twenty-five or thirty per cent. less.

THE LESSON OF THIS INVENTORY.

The one great lesson of this inventory lies in the small proportion of the whole stock that is strictly drug stock. Shall we throw out all else and keep only drugs as preached by the ultra pharmacists? Must we throw away all this business and profit for the sake of striving after the bauble of professionalism with a vain aping of European models? I do not think so. I am a firm believer in the American drug store as it exists to-day, and as I believe it will exist for a long time to come. Somehow or other the strictly all wool pharmacy is a very dull

place, with the deadly serious air of an undertaker's shop, a place to be avoided unless dire necessity compels a visit to it. There will always be a few such shops in the larger cities, but I cannot believe that the ultra pharmacy will become general because I do not believe that the general public want it.

And then there are the prices that the ultra pharmacy charges and must charge to live. The general public won't stand for them and that is why there are so few stores of this class; their patronage must come from the wealthy. The side lines of the ordinary pharmacy keep down the prices of the drugs and medicines.

Take this town for instance. Imagine that it were somehow agreed or decreed that druggists should keep only drugs, medicines and appliances for the sick. The three pharmacies would dwindle to one, the eight pharmacists and three porters to two or three pharmacists and one porter, prices would be double or more for medicines than now. They would have to be so if even the one pharmacy is to live.

I hope that some day it will be generally recognized that business ability, like pharmaceutical ability, is simply the result of education, and that the one is no more a "natural gift" than the other. That the one can be taught in school "by precept and example" as well as the other, to be afterward rounded off by practice and experience. When that time comes the pharmacist will receive his technical and business education from the same alma mater, and will be a combination of brains and business well fitted to become the proprietor of the American drug store, whose laboratory will be as perfectly appointed as the most scientific Herr Professor could wish, but whose front store will still contain all those pretties and goodies dear to the feminine heart, so that they will still be able to exclaim, "I do so love to go into a drug store and look at all the beautiful and wonderful things."

My experience in an ultra pharmacy taught me that such pharmacies are seldom visited by the customers in person. The place has no attraction for them, and the business was transacted mostly with physicians, nurses, servants and messengers. Not one customer in a hundred who had an account with the house was known even by sight by the clerks, and in many cases not even by the proprietors.

The Extraction of Morphine by Immiscible Solvents.—W. A. Puckner has made a series of experiments from which he concludes (*Jour. Am. Chem. Soc.*, July) that while ammonium hydroxide combines with morphine to form a salt that is not readily taken up with the alcoholic chloroform, it does so to a much smaller extent than does sodium hydroxide. If but a slight excess of ammonia is added, approximately 98 per cent. of the alkaloid is removed by the first three extractions. Even if a large excess is added three extractions still remove more than 90 per cent., and practically all the alkaloid is obtained when five portions of the solvent are used. As might be expected the addition of sodium bicarbonate overcomes the effect of an excess of ammonium hydroxide just as Kippenberger found this to be the case for fixed alkali. The attempt to decrease the dissociation of the morphinate by ammonium chloride and thus permit its removal from the solution did not prove successful. The ammonium chloride apparently acts as so much free ammonia. The discrepancy between the weight of the residue and the morphine indicated by titration in the presence of ammonium chloride is due to the amount of ammonium chloride taken up by the solvent; to a moderate degree such disagreement is seen in all determinations.

DRUGGISTS' COURSE IN OPTICS

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

Twentieth Paper.

THE DIOPTRIC SYSTEM.

TO overcome and obviate the difficulties of and the objections to the inch system of numbering lenses, many plans have been offered by different oculists and introduced to public notice at their various conventions and meetings. This resulted in the proposal, at the International Congress of Ophthalmology, in 1870, of a new system of numbering lenses according to their refractive power, which was followed by the decision of the Ophthalmological Congress in 1872 to approve a metrical scale of measurement, and was finally adopted by the Ophthalmological Society which convened at Heidelberg in 1875.

The unit of the dioptric system is *one dioptre* (as compared with one inch in the old system), and represents a lens with a focal distance of one meter. This is a weak number, and the majority of lenses being stronger are multiples of the unit and can be expressed in whole numbers. The dioptre is represented by the abbreviation D, and the unit is written "1. D." A lens of twice the strength is written 2. D and has a focal distance of one-half meter or 50 cm. A lens of four times the strength is 4. D, with a focal distance of 25 cm.

The dioptric system furnishes a series of lenses with equidistant intervals between the numbers. These intervals may be a quarter of a dioptre (0.25 D), a half dioptre (0.50 D), or one dioptre (1. D), but whatever they are they represent a definite and gradually increasing interval. Of late it has been found desirable to make a still smaller interval, one-eighth of a dioptre (0.12 D).

It will be seen that the dioptric system after all does not entirely obviate the use of the fractions, but it substitutes for the vulgar fractions the so-called decimal fractions, which are of no disadvantage, as they add nothing to the difficulty of combining lenses.

The lenses weaker than the unit are 0.12D, 0.25D, 0.37D, 0.50D, 0.62D, 0.75D and 0.87D. This small interval of 0.12D may be continued between 1.D and 2.D, as follows: 1.12D, 1.25D, 1.37D, 1.50D, 1.62D, 1.75D and 1.87D. In numbers stronger than 2.D an interval of 0.25D is considered sufficient, as follows: 2.25D, 2.50D, 2.75D, 3.D, 3.25D, 3.50D, 3.75D, 4.D, 4.25D, 4.50D, 4.75D and 5.D. Above this 0.50D intervals are customary: 5.50D, 6.D, 6.50D, 7.D, 7.50D, 8.D, 8.50D, 9.D, 9.50D and 10.D. Above this there are intervals of 1.D up to 20.D.

While the trial case does not contain a 5.25D or a 10.50D, the effect of these lenses can be obtained by placing a 0.25D and a 0.50D, respectively, over a 5.D and a 10.D.

THE ADVANTAGES OF THE DIOPTRIC SYSTEM.

The advantages of the metrical system as contrasted with the inconveniences of the inch system are as follows:

1. It represents the refractive value of the lens, instead of its focal distance.

2. There is no variation in this system in different countries, as the value of the meter is the same all over the world.

3. The unit of the system is a weak number that is in common use, and the stronger numbers are multiples of the unit.

4. The interval between the lenses is uniform, there being a regular gradation of 0.12D, or 0.25D, or 0.50D between the numbers, as already described, and this is certainly an advantageous feature.

5. In the combination of lenses, even of the intervals between dioptries, the subtraction and addition is as simple as of whole numbers. For instance, if we add two convex lenses:

$$\begin{array}{r} + 1.25 \\ + 2.75 \\ \hline + 4. \end{array}$$

Or if we combine a concave with a convex lens, the subtraction is equally simple:

$$\begin{array}{r} + 3.75 \\ - 1.50 \\ \hline + 2.25 \end{array}$$

The simplicity of these additions and subtractions as compared with the difficulties of combining the vulgar fractions of the inch system is as noticeable as it is acceptable.

CONVERSION OF ONE SYSTEM INTO THE OTHER.

In converting inches into dioptries, or dioptries into inches, the following simple rule is made use of: To find the focal distance of a lens in inches, divide the dioptric number into forty; to find the value of a lens in dioptries divide the inch numbers into forty. In other words,

Inches divided into 40 = dioptries.

Dioptries divided into 40 = inches.

If we have a 2.D lens and wish to know its focal distance, we divide 2 into 40, which equals 20; and therefore a 2.D lens has a focal distance of 20 inches. If we have a ten-inch lens and wish to know its value in dioptries, we divide 10 into 40, which equals 4, and therefore a ten-inch lens has a refractive value of 4.D.

Some opticians find difficulty in converting lenses from one system to the other, but the rule to be remembered is simply to divide into forty. Whichever number is known divided into forty will give the other. This rule is in constant and universal use, and if the optician is apt with figures, the calculations can be made mentally without any necessity for figuring with paper and pencil. After some experience with the two systems, and the constant conversion of one into the other, which their use necessitates, the optician soon has their equivalent values fixed in his mind, so that when he picks up a lens marked in inches, its value in dioptries at once occurs to his mind, and that without any mental effort on his part.

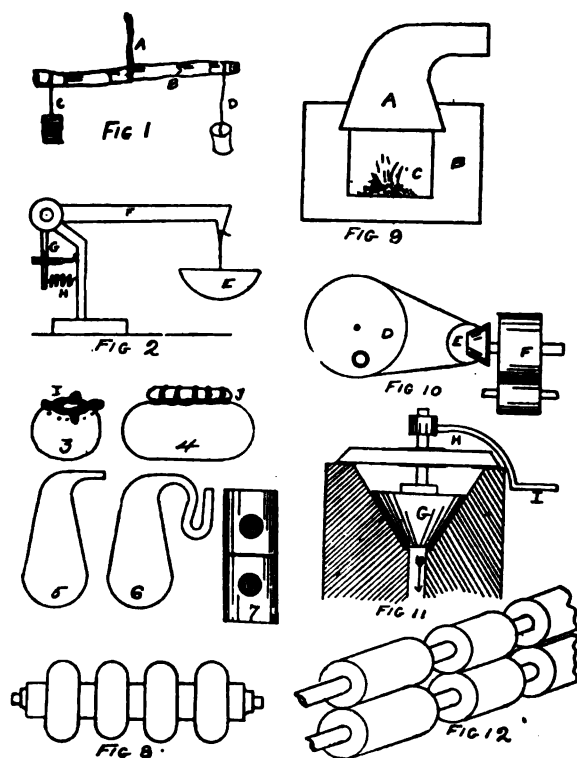
The Elimination of Water from Oils, Fats and Waxes.—C. B. Davis proposes (*Jour. Am. Chem. Soc.*, July) to introduce into a wide-mouthed weighing bottle sufficient thick filter paper to half fill the bottle, the bottle and paper are weighed at 110 degrees C. A portion of the samples is then added in sufficient quantity to just saturate the paper. The bottle is then weighed, and then placed in an oven, dried to constant temperature, and again weighed, the loss in weight representing the amount of water present.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Western Druggist, July.

The Equipment of a Filipino Drug Store.—An American pharmacist describes the extremely crude character of the native Philippine drug stores and their equipments. The leading drug stores in Manila and a couple in Iloilo are fairly well supplied with medicines and apparatus, but in the six or seven hundred other towns and villages the apparatus is very crude and scant. In those towns in which American troops are located American druggists have in many cases opened stores. But even here home made contrivances are resorted to, it having been impossible as yet to secure supplies in the remoter districts. Even in the matter of druggists' scales, several Ameri-

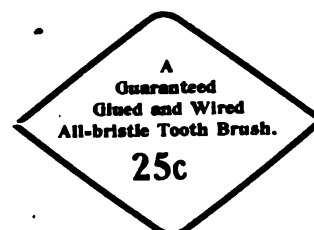


APPARATUS USED IN FILIPINO DRUG STORE.

can druggists have had to resort to scales improvised by themselves from bamboo, etc., and with weights made by the druggists from bits of coin. For shipping medicines druggists frequently have to resort to pieces of hollow bamboo. The accompanying illustration shows the extremely crude character of the apparatus. Figures 1 and 2 are scales, figure 3 shows a coconut shell container with lid. Figure 4 is a red clay vessel which is fairly serviceable, the top of which is secured by means of hemp cord. Figures 5 and 6 are shapes of vessels found in native stores. Figure 7 is a bamboo receptacle, the ends being closed with wooden disks. Figure 8 is a vessel consisting of several hollow globes made of wood, adjusted around a colored wooden center piece, so as to resemble a group of cart wheels. These are made quite large in size, and may be rolled about, the contents being withdrawn by plugs from either end. Figure 9 is a brick and clay furnace, with a smoke stack of sheet metal. This furnace is provided with a bellows in the shape of a large wooden syringe, which is generally operated by a little naked native. Figures 10, 11 and 12 show grinding devices.

Window Displays. By Edward P. Higby.—The author insists upon most scrupulous cleanliness as a primary prerequisite to the proper utilization of the window. Since the majority of druggists handle medicinal liquors and but few display them, he suggests a window display of liquors, embracing bunches of rye grain, sheaves of which are fastened to the side and top, the entire bottom being covered with rye. On this carpeting of rye he advises that bottles of rye whiskey, covered with cobwebs and dust, to indicate their extreme age, be laid, and a large artificial cobweb of fine wire stretched across the window, and small flasks fastened here and there in the cobweb with a sign reading, "Rip Van Winkle Cobweb Rye. Been Asleep Fifteen Years, for Medicinal Use. Price, —." For a malt extract window he suggests the following: Decorate the window with hop vines in flower, run several wires from the bottom of the window to the ceiling, having the wire stout and drawn tightly. Set a bottle of malt extract on the floor in front of each wire, and fasten with fine wire or rubber band to the main upright wire. On top of this set still another bottle, and fasten to the upright wire and so on until the row of bottles reaches from the bottom to the top of the window. The wires being invisible, curiosity will be aroused as to how the bottles are made to stand. The following card should accompany the display: "An upright, honest article at a reasonable price. It will build you up. Per bottle, —; per dozen, —." A tooth brush window display may be made as follows: From the center of the ceiling drop a single wire branching at the end into two pieces, fastening one piece to the handle end of an old tooth brush and the other piece to the bristle end, the tooth brush being thus suspended, bristles downward and about two feet from the floor. Now hang a heavy weight to the brush so that it will appear to be suspended from the bristles. This arrangement forms the main display and tells its own story. For a background hang from the ceiling, quite close together and arranged in a semi-circle surrounding the suspended brush, a number of strings reaching nearly to the floor, and fasten to each string tooth brushes as closely together as you can get them. This will make a background somewhat after the style of a Japanese portiere, with tooth brushes in place of beads and bamboo.

From the casings of the window stretch wires diagonally across each corner and tie brushes to these, leaving only a diamond-shaped opening in the center through which the main display and the following announcement are seen:



And on a small card attached to the suspended brush: "It stands the strain after three months' use."

In the bottom of the window put a few cans of your own tooth powder, also some of it in bulk, and a card to this effect: "Your Best Dentist. Free sample to-day."

On a frame work resembling the bars of a prison window and extending entirely across and half way up the

show window fasten bars of castile soap so as to completely hide the frame work. Place this frame close up to the glass and in the center of the window; behind the bars place a pile of toilet soap with some such sign as follows: "Soapy Suds. Behind the bars for doing dirty work. Twenty-five cents bails him out three times."

Pushing a Specialty. By J. N. Crayton.—The author says that almost every druggist has some pet formula which he believes produces, and which probably does produce, as good a preparation as any of the widely advertised proprietary remedies. If this preparation has a catchy name, and is put up in attractive package and properly advertised, it will prove profitable. The author advises the use of occasional newspaper ads, reinforced by circulars, booklets, etc.; embracing testimonials. He cautions the reader against too lavish expenditure in printers' ink. As a side line, a specialty may bring very good returns and still not be sufficiently valuable to warrant the druggist in abandoning his general business for it, and not a few druggists have been ruined by too great faith in the future of their pet specialties.

Pharmaceutical Review, August.

The Legal Responsibility of Pharmacists in the Sale of Poisons and Dangerous Substances. By J. H. Beal.—This is the continuation of a paper read before the School of Pharmacy of the University of Michigan, the first portion of which was presented in abstracted form in our issue of July 22, page 47. In an Ohio case (*Davis vs. Guarneri*, 450 O. S. 470) the druggist was held liable for damages resulting from an error of an employee. In a criminal case in New York, however, the pharmacist was not held liable for a sale made by a servant against his express orders. In Illinois, on the other hand, the pharmacist was held liable where an unregistered boy sold a poison, he having been told not to sell poisons, but being left to judge for himself what was a poison.—Where a druggist in good faith recommends a prescription not as his own, but as a prescription of another person, and is requested by a customer to fill it, and does so, only charging for the medicine, he is not liable for any damage resulting to the customer.—A druggist is liable for damage to a third person arising from the sale by him of a poison as a harmless drug. In criminal cases it has been held that the individual making the physical transfer is the seller, even though he be an unqualified assistant acting on behalf of the registered employer. The employer would be civilly liable.—If the druggist labels a dangerous substance as a harmless one he is liable for all injuries arising from the error, however remote the purchaser may be. This rule, which was laid down in the case of *Thomas vs. Winchester*, Sixth N. Y., 397, has been very generally followed. Where the substance wrongly labeled is not dangerous in itself, but only becomes so by admixture with another substance, there is no cause for action for damage resulting from the admixture.—In the case of *West vs. Emanuel*, the Supreme Court of Pennsylvania decided that the defendant who sold Kohler's headache powders to a girl who died after taking one of the powders which contained five grains of acetanilid was not liable, and was not called upon to warn the purchaser of the dangerous character of the drug or to label it poison.—Where a vender is aware of the dangerous quality of the article sold he is held liable for damages arising through failure to caution the purchaser of the danger. Where neither party to the transaction is aware of the dangerous character of the substance sold and an injury results not from inevitable accident, the loss must be borne by the vender or shipper on the ground that from his relation to the transaction he is more justly chargeable with the knowledge of the character of the substance than

is the buyer.—The sale or delivery of dangerous articles to children too young to understand their dangerous nature, and unfit to be intrusted with such substances, will usually render the person delivering liable for any injury resulting.—If a pharmacist sells a dangerous agent to another, knowing that the latter desired it for the injury of a third person, he will be held criminally liable for any injury resulting to such third person. It is not necessary that the dose should be sufficient to be poisonous or deadly, but only that it be unusual and liable to cause injury.

The Qualitative Determination of the Organic Acids in the Fruits of Rhus. By Edo Claassen.—The author finds that it is impossible, or nearly so, to extract the malic acid in the form of the neutral ammonium salt from a liquid containing large quantities of organic substances, and that contrary to the statement of Barfoed, ammonium malate may be found where the presence of the citrate is expected. He recommends the following method for separating malic acid: Extract the fruit with alcohol, add some water, distill off and evaporate on a water bath to remove all alcohol. Filter hot and, when cold, add ammonia, ammonium chloride and an excess of calcium chloride. Filter off after standing several hours, mix the filtrate with three times its volume of alcohol of 0.820 sp. gr., collect the precipitate on a filter, wash with alcohol and dissolve in the smallest possible quantity of dilute hydrochloric acid. Add an excess of ammonia and boil. The solution remaining clear proves the absence of citric acid. Again add alcohol, wash the precipitate formed with alcohol, boil it with an excess of sodium carbonate solution filter, neutralize the filtrate with acetic acid and add lead acetate solution. Collect the lead precipitate, wash, decompose by hydrogen sulphide gas, filter off the acid solution, concentrate by evaporation and set aside for crystallization.

Guaiacol Salol and Geosote. By F. G. Ehlert.—The author has made a thorough study of the bibliography of these drugs, and gives in very concise form their history, method of preparation, chemical and physical property, therapeutic uses and bibliography. Both substances are recommended as intestinal antiseptics in tuberculosis.

Laboratory Notes. By Edo Claassen.—The author gives the following suggestions as to the method of preparing several popular preparations:

SOLUTION OF MAGNESIUM CITRATE (U. S. PHARMACOPEIA, 1890)

Put 31 Gm. of citric acid into a graduated vessel, add water to the 240 Cc. mark and dissolve in it 15 Gm. of magnesium carbonate. To the solution add 95 Gm. of (granulated) sugar, filter, as soon as dissolved, through a suitable, many-folded and moistened filter or through some cotton, follow with water, enough to nearly fill a bottle of a capacity of about 360 Cc. Finally add 1 Cc. of spirit of lemon and then 2.5 Gm. of potassium bicarbonate, immediately close the bottle with a cork and secure it with twine.

SOLUTION OF LEAD SUBACETATE (U. S. PHARMACOPEIA, 1890).

Mix in a mortar 170 Gm. of lead acetate and 100 Gm. of lead oxide, drop them into a jug of a capacity of not less than 1000 Cc., or rather of a little more, and add 730 Gm. of hot distilled water, taking care to often shake the vessel, kept in a warm place, during the next half hour. Although the subacetate is now ready for use, it may be recommended to allow the jug to stand over night, so that the undissolved particles may settle. Finally filter the liquid in a closely covered funnel.

SYRUP OF HYPOPHOSPHITES (U. S. PHARMACOPEIA, 1890).

Triturate the hypophosphites with the water, add the spirit of lemon, the hypophosphorous acid and the (granulated) sugar, dissolve the last by agitation and pass the syrup through a folded and moistened filter, adding through the same enough water to make the product measure the desired amount.

COMPOUND SYRUP OF SQUILL (U. S. PHARMACOPOEIA, 1890).

Mix the evaporated fluid extracts, while yet hot, with the antimony and potassium tartrate and the proper amount of water, allow the mixture to stand over night, pass at first the liquid part through the filter and then pour on it the sediment. After having washed the latter with as much water as necessary to furnish the desired quantity of filtrate, dissolve in it the (granulated) sugar, strain, lastly adding to the strained liquid (through the strainer) as much water as sufficient to make the product measure the wanted number of cubic centimeters.

Classification and Occurrence of the Constituents of Volatile Oils. By Florence M. Gage and I. W. Brandel.—In this installment of this series of articles the authors speak of ethyl alcohol and of its esters.

Druggists Circular, August.

Solution of Ferrous Iodide. By John E. Groff.—The author recommends the use of a form of iron known as card teeth as being invariably pure. The teeth require washing, however, first in a weak solution of potassa and then, after draining, they should be rinsed several times, distilled water being used for the last rinsing. The National Formulary process is used. The distilled water is first boiled to expel oxygen or absorbed gases, then cooled to prevent too rapid reaction and added to the iron and iodine, the neck of the flask being plugged with absorbent cotton to prevent the entrance of organic dust. The filtration is carried out as quickly as possible in a covered funnel. It is then bottled in six or twelve ounce bottles. The syrup used should not only be made from distilled water, but should be boiled or heated before being mixed with the iron solution to expel all gases. When so made the solution has been kept without any change for more than a year.

Soda Water Suggestions. By Thomas Warwick.—The author advises the use of hot water and soap when washing soda tumblers, as it is only when hot water and soap have been used that a high polish can be imparted to the glass. He strongly favors the use of a measuring chamber to insure a uniform amount of syrup in each glass. It is highly essential, however, even where a measuring chamber is attached to the syrup tank, that care be exercised in its use, otherwise the results will not be uniform.

Shall Diphtheria Antitoxin be Made Official? By L. E. Sayre.—The author is a member of the committee charged with preparing a report upon this matter, and while he expressly refrains from giving voice to an opinion on the matter his presentation of the subject makes it quite clear that he sees no reason why antitoxin and other drugs whose strength can only be satisfactorily determined by physiological tests should not be included in the Pharmacopœia. He asks all who are interested to correspond with him at Douglas, Mich.

British and Colonial Druggist, July 19.

The Detection of Saccharine. By E. L. N. St. Cyr, Ph.C., M.P.S.—A practical method for the detection of saccharine in wine, beer, cider and other beverages is often desired, and the author suggests the following: 100 Cc. of the liquid to be tested are acidulated with ten drops of diluted sulphuric acid of 1-5, to which are then added 50 Cc. of ether. After shaking thoroughly in a glass stoppered bottle the ether is decanted by a stoppered funnel in a small porcelain capsule. After the ether has spontaneously evaporated the residue will be intensely sweet if the original liquid contained saccharine. To chemically characterize this substance four or five drops of a solution of caustic soda are added in the capsule and gently heated, whereby the saccharine is converted into sodium salicylate. This is then digested in

water acidulated with sulphuric acid, sufficient of the latter being added to give the liquid a slight acid reaction. It is then shaken with benzene, which is decanted and slowly evaporated; to the residue is added a few drops of a very dilute solution of ferric chloride (1 to 2,000), when a violent tint will be produced, indicating the presence of salicylic acid, and therefore, according to the author, conclusively proving the presence of saccharine. He adds that it is always prudent to compare this result with wine, beer, or cider of known purity, and to which a few centigrams of saccharine per liter has been intentionally added.

Pharmaceutical Era.

Advertising Pointers. By Stylus.—The author, who has a light and breezy style and who confesses to writing under various aliases, administers in this article what he terms "Another dose of my Lightning Elixir, for the benefit of pharmaceutical anæmics and those in need of a restorative." The article is too discursive and anecdotal for abstracting.—(July 18.)

Store Hints. By Frank B. Styles.—This consists of various notes on the sweeping and dusting of the store, the arrangement and disposition of empties and the care of the cellar.—(July 18.)

Note on Veterinary Pharmacy. By Anthony Ertel.—The preparation of various veterinary remedies is referred to and it is pointed out that the manufacture of cattle, dog and horse remedies is a profitable undertaking. Four formulas are given as follows:

MANGE.

Whale oil	2 parts
Oil tar	1 part
Flowers of sulphur	1 part

This is to be thoroughly mixed and applied to the affected parts, and allowed to remain for about 24 hours, when the dog should be washed and a fresh supply used. Usually two or three applications will cure. This remedy contains no poison, and cannot injure the dog should he lick it off. Another common ailment is distemper, which can be successfully treated with the following mixture:

Potass. chlor.	3ij
Spts. minderer.	3j
Spts. aeth. nit.	3j
Tr. hyoscyam.	3j
Aqua q. s. ad.	0j
M. Ft. Sig. Teaspoonful every 3 hours.	

COLIC DRENCH.

Tr. opii.	3ij
Sulph. ether.	3j
Raw linseed oil.	0j
M. Ft. Sig. One dose.	

FOUNDER.

Tr. aconit.	3j
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Sig. 20 drops in ½ pint cold water. Repeat every four hours.—(July 18.)

Photographic Supplies as a Side Line. By W. Ullemeyer.—This writer gives his experience in the purchase of photographic goods, his original investment amounting to \$250. The line has paid him well, and he thinks it would pay any druggist who has a little push and energy to make a business of selling photographic supplies.—(July 18.)

How to Succeed in the Drug Business.—This perennial problem is tackled by Stewart Gamble, who lays bare the secret in half a column. The formula briefly told is the personal supervision of the store by the proprietor, the employment of only first-class help; observance of regular hours of business; make your own preparations; change

window displays once a week; in a partnership business each partner should be responsible for the supervision of a certain portion of the work; care in buying; discount bills; living within your income.—(July 18.)

Buying. By Wm. Mittelbach.—A well kept want book is the first step toward safe buying. After sending in the order and receiving the goods, go over the invoice and see that prices are correct. Compare them with the quotations given in the drug journals, these being reliable. If any errors are found mark them on the invoice, and at once report to the jobber. Be sure and report all errors, whether in your favor or not. That important part of the transaction, payment for the goods, should be carefully attended to. A certain time can be taken for payment, or a certain per cent. off for cash. Two per cent. off for cash within ten days means just that, and not eleven or twelve days. It is wrong to wait twelve, fifteen or even thirty days and still deduct the cash discount. If the discount amounts to 24 cents don't take 25 cents. The one cent belongs to the jobber.—(July 18.)

The Drug Store Window. By R. F. Ruppier.—After demonstrating the value of a window display by reciting the experience of a druggist who was induced to throw out a miscellaneous assortment of lamp chimneys, shoe polishes and sponges and replace the same with a spruce gum preparation, artistically set off, which resulted in a large sale of the preparation; and how the one effort of this druggist was all he could rise to, and who subsequently failed in consequence of his lack of perseverance in making frequent changes in window displays, Mr. Ruppier gives the methods of a retail drug firm employing fifteen people, which he considers worthy of attention. In this case the relative demand for articles when displayed and not displayed was impressed upon him. In the case of common articles as soap, insect powder, etc., the demand was doubled and trebled when they occupied a place in the window. In the case of very expensive toilet requisites, costly mirrors, combs, brushes, etc., the demand was positively created, these things being rarely called for on other occasions. In regard to the manner of display, the author says: The goods were so arranged as to associate inseparably in the mind of the public the idea of quantity with that of a bargain, and only one or two kinds or one class of goods was displayed at a time. An entire change in the display was made regularly every week and arranged by the head clerk, the seasonableness of the goods always being borne in mind. The prices were invariably attached to the goods displayed, and usually reduced somewhat during window week. Thus, one week a barrel of insect powder would be placed, so as to show its contents effectively, in the center of the window, and large quantities of insect powder were dumped on paper on both sides of the barrel, while insect guns, bottles of bedbug poison and various sized packages of insect powder—all in quantities—were also placed in the window. The next week, for instance, borax would be displayed in a similar way; then, successively, soap, razor strops, clothes brushes, etc., then syringes and water bottles; and so on, until the revolution of time had brought into the window, during one week or another, nearly every article of merchandise usually kept under cover in drug stores. Thus, in rotation, nearly all kinds of goods handled in the drug store, from the coarsest and heaviest bulk goods to the finest and most costly articles, were shown in the window. Patent medicines were never used as displays, but were advertised at cut rates as a means of gaining patronage, not only for them, but for other goods well displayed.

Mr. Ruppier has a good opinion of frequent changes. A constant succession in displays in no small manner in-

creases the public interest in the goods displayed and varies the stereotyped monotony of the average drug store window. All of the druggists' showings in the way of window displays that please or repel the public are, he insists, but pantomimic demonstrations that indelibly stamp his character in the public eye.—(July 25.)

Labels. By Frank B. Styles.—The use of the label in advertising a preparation and the necessity of proper care in the selection and attachment of labels are touched upon, without, however, developing any new ideas.—(July 25.)

How to Make a Drug Store Pay. By W. W. Munger.—As the author remarks, the subject of how to make a drug store pay is one which has been so thoroughly discussed that there remains but little to be said, and we hope that he will not take offense if we leave the subject there.—(July 25.)

The Most Profitable Preparation for a Druggist to Make and Sell. By J. T. Pepper.—The author says he derives a greater amount of profit from the sale of his Tonic Hypophosphites than from any other one preparation. He gives this name to a compound syrup of hypophosphites which he put up in sixteen ounce Erie ovals, and sells for \$1.00 a bottle, or six bottles for \$5.00. He recommends the following formulas:

COMPOUND SYRUP OF THE HYPOPHOSPHITES.

Calcium hypophosphite.....	oss. 5, gra. 180
Potassium hypophosphite.....	oss. 2½, gra. 80
Sodium hypophosphite.....	oss. 2½, gra. 80
Manganese hypophosphite.....	gra. 320
Citric acid.....	gra. 480
Potassium citrate.....	gra. 800
Quinine sulphate.....	gra. 320
Solution of iron hypophosphite.....	fl. oss. 4
Strychnine (alkaloid).....	gra. 20
Granulated sugar.....	lbs. 15
Hypophosphorous acid.....	fl. oss. 4
Pure water, ad.....	fl. oss. 320

1. Powder the manganese hypophosphite, potassium citrate and citric acid separately, and then mix them thoroughly by trituration in a mortar.

2. Powder the calcium hypophosphite finely in a small mortar and then put it into a larger mortar.

4. Mix the potassium hypophosphite and quinine sulphate, and add them to the hypophosphites of calcium and sodium in the large mortar. Mix and triturate them well together, then add to them No. 1 mixture and triturate the whole thoroughly. Add 20 or 30 ounces of boiling water, continuing trituration, and then strain this solution into a large two-gallon jar, keeping the undissolved portion of the salts still in the mortar. Dissolve the strychnine in the hypophosphorous acid and add it to the salts in the mortar and triturate again. Add 30 or 40 ounces more of boiling water and triturate till dissolved, then strain into the jar. Dissolve the sugar in the balance of the water by heat and strain into the jar also. Add the solution of iron hypophosphite and sufficient water to make the whole measure 320 fluid ounces.

SOLUTION OF IRON HYPOPHOSPHITE.

Ferric alum.....	gra. 616
Sodium hypophosphite.....	gra. 408
Potassium citrate.....	gra. 400
Glycerine.....	fl. oss. 10
Pure water, q. s., ad.....	fl. oss. 4

Dissolve the ferric alum in 8 ounces of water, and the sodium hypophosphite in 4 ounces of water. Strain both through absorbent cotton. Pour the alum solution into the sodium solution until a heavy white precipitate is formed. Pass combined solution through a cotton strainer, transfer the precipitate to a mortar and add to it the potassium citrate and glycerine. Then put this green-colored mass into a graduate and add boiling water to make 4 fluid ounces. Heat in a flask or porcelain evaporating dish till complete solution is accomplished.

HYPOPHOSPHOROUS ACID.

Potassium hypophosphite.....	gra. 416
Tartaric acid.....	gra. 600
Pure water.....	gra. 1,176
Dilute alcohol.....	gra. 1,200

Dissolve the potassium hypophosphite in the water and the tartaric acid in the dilute alcohol. Mix the two solutions in a bottle, cork, and set aside in a cool place for twelve hours. Filter, weigh the filtrate, evaporate off the alcohol on a water bath, and finally add enough water to make original weight. Keep in a glass-stoppered bottle.

The sale of the Tonic Hypophosphites was pushed by Mr. Pepper by means of newspaper advertising, window displays and personal talks with customers.—(July 25.)

Laboratory Notes.—Under this heading W. R. Lamar contributes a note on Detannated Fluid Extract of Cinchona. A recent examination of some of the market preparations of cinchona occasioned some surprise at what was furnished for fluid extract of cinchona detannated. Of three different makes examined only one gave evidence of having been prepared directly from the drug, and this one was found to be deficient in its alkaloidal content. Number 1 yielded 5.23 per cent. alkaloids and contained sulphates; tannins and chlorides were absent; it was of a deep red brown color, and was both artificially colored and flavored. Number 2 yielded 4.45 per cent. alkaloids; tannin and sulphates were absent, though chlorides were present; it had an amber color and possessed a purely alcoholic odor having none of the characteristic aroma of the bark. Number 3 was sadly deficient in alkaloids giving up only 0.50 per cent. There was an absence of sulphates and chlorides and tannin was present; color deep greenish brown; reaction pronouncedly acid and odor somewhat suggestive of pyroligneous acid. In addition to this there was present iron, probably held in solution as a tannate by the acid present, some of the organic acids possessing this property.—A. B. Lyons has a note on Certain Precautions in the Weighing of Glass Containers, in which he mentions some interesting phenomena in connection with the loss of weight in glass beakers and flasks after wiping and drying them. He also notes an apparent gain in weight in some instances through electrification. Thus a small beaker electrified by wiping with a silk handkerchief apparently gained in weight fully 50 milligrams. In dry weather in winter merely passing the coat sleeve over the surface of a beaker as one may do thoughtlessly, or to remove possible particles of dust or sand may, he says, cause sufficient electrical disturbance to affect the weight notably.—The note on The Assay of Fluid Extract Aconite Root in a preceding number by Lyman F. Kebler has elicited a contribution by A. R. L. Dohme and H. Engelhardt, in which it is stated that they have applied the method of Kebler, modified to the extent of using a 5 per cent. sodium bicarbonate solution for liberating the alkaloid instead of 10 per cent. ammonia water. They also give a method of assaying the fluid extract which appears to be both original and accurate.—The results of an examination of an adulterated pennyroyal oil are reported by Edward Kremers.—(Aug. 1.)

How to Make a Drug Store Pay. By George W. Hague.—There are several ways of writing an essay. One may adopt the obiter dicta style, and deliver himself of opinions which may be regarded as such, while another may be oracular and lay down the law. We think the writer of the present essay inclines to the latter form, and this has the advantage at least of giving freshness and snap to a well-worn subject, even if he does fail to make any notable contribution to the sum of our knowledge of matters connected with the successful conduct of the drug business.—(Aug. 1.)

Assay Process for Ext. Cinchona Liquidum. By F. H. Alcock.—The author refers to the difficulties connected with the official process of assay laid down in the British Pharmacopœia. The separation of the immiscible alkaloidal solvent in clear and easily manageable form has exercised the minds of a good many, and some of the devices resorted to—especially those of the student—have excited wonder. After referring to the different means which have been adopted to remedy the difficulty, the au-

thor gives a process based upon the assumption that the presence of water is the cause of the emulsification. The chief modification suggested by Mr. Alcock consists of the use of alcoholic potash solution instead of the aqueous solution of potassa.

Electro-Chemical Industry. By Joseph W. Swan, F.R.S.—This is the presidential address to the Society of Chemical Industry, delivered at the annual general meeting held in Glasgow, Scotland, July 24, 1901. As might be expected, the address covers a wide range of subjects. After an historical introduction, touching briefly upon the leading events of the century in connection with the rise and progress of electro-chemistry, the salient points of the different sections of electro-chemical industry are reviewed, including the principles of separation and purification of metals by electrolysis. Some idea of the scope of the address will be gained from the titles of its subdivisions, which include copper refining, bullion refining, electro-plating, zinc and nickel plating, aluminum, sodium and magnesium, zinc, copper and nickel extraction processes, gold recovery from cyanide solutions, the electrolytic alkali and chlorine industry, hypochlorites, chlorates, organic products, ozone, the fixation of atmospheric nitrogen, the electric furnace, electric furnace products, calcium carbide, chromium and its alloys, ferro-silicon, ferro-titanium, steel phosphorous, etc. Mr. Swan's very interesting review is brought to a close by a consideration of the present position and prospects of the application of electricity to the chemical industry.

Advertising for the Pharmacist.—In the abstract of the article by this title, appearing in our last issue, the author was quoted as stating that the drug store is a department store on a large scale, whereas he really said—as our readers no doubt divined—that it is a department store on a small scale.

Pharmaceutical Journal, July.

Joseph Wilson Swan, Pharmacist and Philosopher.—Barnard S. Proctor writes a very appreciative note concerning this most versatile man, who began life as a druggist's apprentice, became a partner of his preceptor, John Mawson, whom he finally succeeded as head of the firm, and who now is the mainspring of two or three retail pharmacies, a photographic and philosophical instrument business, a photographic dry-plate works, an extensive trade in Dutch Yeast, and of four establishments for stationery, fine arts, and book selling, besides having carried through the great works for which his name will be long remembered in developing the incandescent lights, and the art of photo-engraving, still keeping his connection with the alkali manufacture, and the Spelter mines, besides other things requiring wide scientific attainments and great business energy. Mr. Swan occupied several positions of consequence in the scientific societies, one of most importance being the presidency of the Society of Chemical Industry. His is a name of which pharmacy may well be proud, for his personal qualities are as delightful as his scientific attainments are remarkable. (July 20.)

Artificial Silk. By Arnold B. Tankard.—The author reviews the history of the attempts to produce artificial silk from the first suggestion by Rosseau, who in his natural history of insects written one hundred and fifty years ago, asked: "Could we not produce silk, which is nothing but a solidified gum, from our gums or resins, or their derivatives? We have already succeeded in making varnishes having the essential qualities of silk. If we could produce threads from them, we might be able to make fabrics similar in appearance and firmness to silk." It has been proposed to impregnate cotton with a solution of silk in alkali and then precipitate the silk upon the fiber by

the addition of an acid. The first artificial silk proper was that produced under the patent issued to Count Hilaire de Chardonnet, in 1884. The several varieties of artificial silks may be characterized as: (1) Collodion silks (nitrated cellulose) (a) De Chardonnet's, (b) Du Divier's, (d) Lehner's; (2) Cellulose silks (not nitrated, (a) Pawly's, (b) Bronner's (Glanzstoff), (c) Cross & Evan's ("Viscose"); and (3) substitute of animal origin, (a) Millar's Vanduara. As has already been pointed out, the term "artificial silk" cannot be applied to any of the above products in the same sense as is now used for artificial indigo, and artificial alizarin. The actual synthetic production of the "fibroin" of natural silk has not yet been accomplished, so that the term silk substitutes is really more nearly correct than artificial silk, though Vanduara silk, which is made from gelatine, comes very near the natural silk in its chemical composition. The collodion silks are made by nitrating cotton or some similar material so as to form a nitro-cellulose which is then dissolved in a suitable solvent, for instance a mixture of alcohol and ether giving liquid collodion. This is then drawn or forced through tubes of glass having a minute orifice at the outer end, the thread is solidified by allowing it to pass into water or some other liquid, or by evaporation of the solvent. The result is a highly inflammable thread, which is then passed through some chemical bath to de-nitrate it, turning the inflammable nitro-cellulose into plain cellulose. Threads thus prepared possess a very high luster. There are two factories engaged at present in producing silk by Chardonnet's method, a large factory at Besançon employing three hundred work people and turning out 900 pounds of artificial silk daily, and a small factory at Brandon, near Coventry, England, which is still in an experimental stage. The cost is said to be about half of that of true silk. Du Divier introduced gutta percha, isinglass and similar materials into the nitro-cellulose, but with the result of a decrease in the luster, flexibility and other desirable qualities. Dr. Lehner has factories at Glattbrugg, near Zurich, Switzerland, and at Bradford, Yorkshire, England. In his process the fluidity of the nitro-cellulose solution is increased by the addition of sulphuric acid, and sodium acetate or an ammonium salt is added to the cellulose solution. These artificial silks have a very high luster, and resemble the natural silk very closely, but when moist the fibers are very weak. Lehner sometimes spins cotton or other strong fiber as a central core for the artificial silk thread. (Continued. July 20.)

Bollettino Chimico Farmaceutico, May.

An Oxidizing Ferment in Pus. By Dr. Dioscordie Vitali.—If urine containing pus be filtered, and to the residue on the filter be added a few drops of fresh alcoholic tincture of guaiac, the surface on the filter is colored blue, while the filtered urine does not give this reaction. Slight heat favors this reaction, while a greater degree of heat antagonizes it. Saliva, nasal mucus, milk, and in general animal liquids containing leucocytes, give this reaction in a milder degree. The difference between blood corpuscles and pus corpuscle is that, while the former cannot oxidize tincture of guaiac except through the medium of turpentine, the latter can do so directly. Poehl has shown that in the organs and fluids of the body there exists a substance, spermin, which has the property of oxidizing both inorganic and organic compounds. It has also the property of oxidizing tincture of guaiac in the presence of decomposing blood. The author at first believed that the phenomenon observed in pus is due to the presence of spermin. Schmiedeberg, and later Jaquet, found that animal tissues contain a ferment which has the property of oxidizing certain substances, and they showed

that this ferment does not depend upon the presence of cells, for extracts of these tissues also gave the reaction. Other authors confirmed these researches, and isolated the ferment. The author, therefore, proceeded to isolate "oxydase," as the ferment is called, from pus, and succeeded in doing so by extracting the ferment with water, with dilute acetic acid, and with glycerin. He found also that the ferment is gradually dissolved by the urine from the pus if the urine be allowed to stand. Heating destroys the reaction with pus, while in the presence of blood heat makes the reaction disappear for a time only, to reappear on addition of the reagents when the liquid is cooled.

Apotheker Zeitung, May.

Robinin. By Dr. R. Kobert.—The author points out that the word robinin has been used in medical literature in an entirely different sense from that used by Schmidt, who thus designated the active principle of Robinia pseudacacia. The robinin of the medical authors is a vegetable poison which possesses the property of agglutinating blood—i. e., of clumping the red blood cells of defibrinated blood in a test tube. The author proposes that this substance be called robin, in analogy to abrin, ricin and croton, which are also such vegetable agglutinants. As regards the robinin of Robinia, it was first described by Power and Cambier in 1880, who found it in Robinia pseudacacia (1.6 per cent. in the bark). Lewin reported two cases of poisoning with this plant. An hour after ingestion there came somnolence, stupor, dilatation of the pupils, convulsions and pallor of the face with livid lips, finally prostration and unconsciousness. Stimulants relieved these symptoms. In thirty-two boys who had eaten of the bark similar symptoms were observed. Horses also have been known to be poisoned by this plant, and several deaths after eating Robinia have been reported in these animals by Wolberg and others.

Pharmaceutische Centralhalle.

A New Method for Coloring Plastic Masses. By Dr. L. Vannino.—The art of making casts of plaster of Paris is very ancient, but attempts to imitate bronze by painting the plaster have been made only recently. This method has the disadvantage that the finer contours are masked, and that the imitation is too readily detected. A new method consists in reducing the metal in the mass so that it appears in its elementary form in the plaster of Paris. If, for example, burned gypsum be mixed with water containing a little formaldehyde and some alkali, and then enough water be added containing a reducible metallic salt in solution, one obtains a plaster of Paris which is colored uniformly. The process takes place very rapidly, and the hardening of the plaster is not impaired in any way. Various colors can be secured by varying the metals used and the strengths of the solutions employed. Thus, if one desires to get a dark bronze-like color, fifty grammes of gypsum are mixed with one quarter of this amount of water, to which a few drops of formaldehyde and a little caustic soda have been added. Then enough water is added to insure hardening, and in this water about two grammes of a silver salt are dissolved. The mass assumes the desired color at once. Gold, copper, bismuth, etc., may be thus used for obtaining various tones of bronze.—(May 2.)

The Determination of Glycyrrhizic Acid in Succus Liquiritiae. By Franz Zetsche.—The author experimented with Haffner's method of extracting glycyrrhizic acid from licorice, and found that the solution of glycyrrhizinate of barium prepared according to Haffner's method is not chemically pure, yet that this method is the best of those proposed thus far.—(May 9.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Anti Rheumatic Rings.—M. A. asks us to state the composition of the so-called rheumatism rings, and to express an opinion as to their remedial properties, if they possess any.

The rings are supposed to consist of an amalgam of two metals, presumably mercury with either lead or antimony. Owing to the fact that they consist of two or more metals a mild current of electricity may be generated when kept in contact with the moisture of the hands. A red substance is sometimes found to collect under the ring, and this is believed by the wearers to consist of uric acid, but it has been demonstrated that the substance is nothing more than an amorphous deposit, probably due to electrolytic action on the perspiration, mixed with epithelial scales. Of course the rings possess no anti-rheumatic properties, and it is only simple-minded or extremely credulous people who use them.

To Destroy Insects on Trees.—W. R.—So far as we are aware no entomologists have published anything concerning the use of formaldehyde for the extermination of the borers which attack shade trees. The poplar seems to be particularly liable to attack from these insects. The most approved method of getting rid of them is by injecting into each hole a little carbon disulphide, or placing it in a few small pieces of potassium cyanide and then sealing up the hole with grafting wax. It is practically impossible to give the tree an over-dose, though peach trees have been injured by the use of an excessive quantity of the carbon disulphide. The trees may to a certain extent be protected from further attacks by applying to the trunks and larger limbs an emulsion of whale oil soap and kerosene oil, which may be made as follows:

Kerosene oil.....2 gallons
Whale oil soap..... $\frac{1}{2}$ lb.
Water 1 gallon

Cut up the soap into small pieces and dissolve by boiling it in the water. Remove from the fire, add the kerosene oil and form an emulsion by vigorously churning, or with the aid of a gardener's syringe if one is available. If properly made this forms a thick cream, which should be diluted with about three times its own volume of water for applying to the trunk of a tree, or about 6 to 10 times its own volume for spraying the foliage. A very stable emulsion can also be formed by mixing a gallon of sour milk with 2 gallons of kerosene oil. In applying kerosene oil particularly to foliage it is highly important that it should be thoroughly emulsionized.

A Chemical to Produce Cold.—C. A. H. writes: "Kindly suggest a chemical or compound that when mixed with a small proportion of ice and sodium chloride or used alone with a solvent will produce and retain for twenty to thirty hours a temperature of or below 32 degrees F. suitable for use in a soda fountain."

We could name several chemicals that when added to a mixture of ice and salt would reduce and keep the temperature down to 32 degrees and under for a considerable period of time. Ammonium nitrate dissolved in an equal weight of water will make the temperature sink 36 degrees, while a mixture of five parts of pounded ice, two parts of sodium chloride and one part of ammonium chloride will produce a degree of cold equal to -12° F. The salts should not be used in the powdered form, and

as a general rule the richer they are in water of crystallization the lower the degree of cold produced by them. The mixture should be made in a thick vessel (preferably of wood), well covered externally by heavy cloth or flannel to prevent the accession of external heat. The fullest information on the subject of freezing mixtures is given in the following table, from a study of which our correspondent should be able to construct a satisfactory formula:

Mixtures.		Thermometer sinks ° F.	Actual reduction of temperature, ° F.
1. Two parts snow or pounded ice, 1 part sodium chloride.....	From any temperature to	-5	..
2. Five parts snow or pounded ice, 2 parts sodium chloride, 1 part ammonium nitrate.....	" " "	-12	..
3. Twenty-four parts snow or pounded ice, 5 parts sodium chloride, 5 parts ammonium nitrate....	" " "	-18	..
4. Twelve parts snow or pounded ice, 5 parts sodium chloride, 5 parts ammonium nitrate....	" " "	-25	..
5. Three parts sodium phosphate, 2 parts ammonium nitrate, 4 parts diluted mixed acids.....	from	-34 to -50	16
6. Eight parts snow, 10 parts dilute sulphuric acid.....	"	-68 to -91	23
7. One part snow, 8 parts crystallized calcium chloride.....	"	-40 to -73	33
8. Five parts sodium phosphate, 3 parts ammonium nitrate, 4 parts dilute nitric acid.....	"	0 to -84	84
9. One part ammonium nitrate, 1 part water.....	"	40 to 4	86
10. Five parts ammonium chloride, 5 parts potassium nitrate, 16 parts water.....	"	50 to 10	40
11. One part snow, 1 part dilute sulphuric acid.....	"	-20 to -60	40
12. Three parts snow, 2 parts dilute nitric acid.....	"	0 to -46	46
13. Eight parts snow, 3 parts dilute sulphuric acid, 3 parts dilute nitric acid.....	"	-10 to -56	46
14. Five parts ammonium chloride, 5 parts potassium nitrate, 8 parts sodium sulphate, 16 parts water.....	"	50 to 4	46
15. Five parts sodium sulphate, 4 parts dilute sulphuric acid.....	"	50 to 3	47
16. Three parts sodium nitrate, 2 parts dilute nitric acid.....	"	50 to -3	53
17. Two parts snow, 2 parts calcium chloride.....	"	-15 to -68	53
18. Three parts snow, 2 parts sulphuric acid.....	"	32 to -23	55
19. One part ammonium nitrate, 1 part sodium carbonate, 1 part water....	"	50 to -7	57
20. Eight parts snow, 5 parts hydrochloric acid.....	"	32 to -27	59
21. Six parts sodium sulphate, 4 parts ammonium chloride, 2 parts potassium nitrate, 4 parts dilute nitric acid.....	"	50 to -10	60
22. Nine parts sodium phosphate, 4 parts dilute nitric acid.....	"	50 to -12	62
23. Seven parts snow, 4 parts dilute nitric acid.....	"	32 to -30	62
24. One part snow, 2 parts crystallized calcium chloride.....	"	0 to -66	66
25. Three parts snow, 4 parts calcium chloride.....	"	20 to -48	68
26. Four parts snow, 5 parts calcium chloride.....	"	32 to -40	72
27. Two parts snow, 3 parts crystallized calcium chloride.....	"	32 to -50	82
28. Three parts snow, 4 parts potash....	"	32 to -51	83
29. Six parts sodium sulphate, 5 parts ammonium nitrate, 4 parts dilute nitric acid.....	"	50 to -40	90

Sea Foam.—F. W. B. says he has tried various preparations containing salt of tartar, ammonium carbonate, tincture of quillaja, etc., in various proportions, without obtaining a satisfactory "sea foam," and he asks how he may proceed to turn out a preparation equal to that used by barbers.

The mistake made by most druggists who start out to compound a "dry" shampoo of the nature of "sea foam" is in the direction of overloading the mixture with

soap. The principal ingredient should be a volatile alkali, which develops foam by combining with the oil, natural or applied, of the hair to form a soap and produce light suds. It is a mistake to incorporate a solution of oils, like ordinary bay rum, with a shampoo liquid of this kind, for this only weakens the deterative action of the ammonia. The *modus applicandi* should teach this. A "sea foam" is intended to be applied in small quantities, and the hair rubbed with the fingers until nearly dry, the last traces being removed by a wet towel. The liquid should be rather strong of ammonia, the spirit of ammonia being superior for the purpose to water of ammonia. A satisfactory article may be produced after the following formula:

Spirit of ammonia.....	ozs. 3
Alcohol	oz. 1
Vanillin	gr. 1
Rose water.....	ozs. 12

The following are examples of formulas which are given first place in the various books of pharmaceutical formulas:

I.

Cologne	oz. 1
Alcohol	ozs. 2
Ammonia water.....	ozs. 3
Water	ozs. 12

M.

II.

Bay rum.....	ozs. 3
Water of ammonia.....	ozs. 3
Water	ozs. 10

M.

III.

Ammonia water.....	3iv
Glycerin	5i
Spirit of soap.....	5i
Alcohol	5ij
Oil of bergamot.....	gtt. xx
Water enough to make.....	5xvi

M.

IV.

Ammonium carbonate.....	gr. 120
Alcohol	5ij
Glycerin	5i
Rose water.....	5xv
Mix and dissolve.	

V.

Green soap.....	5i
Oil of lavender.....	5i
Alcohol	5viiij
Water	5iij

VI.

Potassium carbonate.....	ozs. 2½
Sassafras wood.....	ozs. 8
Rose water.....	qts. 4
Orange-flower water.....	qts. 4
Alcohol	qt. 1

This formula is quoted by Askinson, who directs to macerate the ingredients for one month, before filtering.

VII.

Borax	oz. ¼
Ammonium carbonate.....	dram. 1
Glycerin	fl. oz. ¼
Water	pint 1
Alcohol	fl. ozs. 14
Perfume, q. s.	

M.

Elementary Works for the Study of Chemistry.—Prof. R. O. Doremus names the following selection of books as the best for a beginner: Bloxam's "Chemistry," Lea Brothers, \$2.00; Newth's "Inorganic Chemistry," Longmans, Green & Co., \$1.75; Ira Remsen's "An Introduction to Chemistry," Henry Holt & Co.,

\$1.12; Arey's "Elementary Chemistry," the Macmillan Co., 90 cents; Torrey's "Studies in Chemistry," Henry Holt & Co., \$1.38; Wurtz's "Elements of Chemistry," J. B. Lippincott & Co., \$1.80; Appleton's "The Young Chemist," Silver, Burdett & Co., 83 cents; Shepard's "Chemistry," D. C. Heath, \$1.90; Roscoe's "Lessons in Elementary Chemistry," the Macmillan Co., \$1.21.

The foregoing list is intended for the general student of the subject. The work on pharmaceutical chemistry, which is given the preference in leading colleges of pharmacy, is Sadtler and Coblentz's "Pharmaceutical Chemistry," J. R. Lippincott Co., Philadelphia.

CORRESPONDENCE.

Percentage Solutions of Potassium Iodide.

TO THE EDITOR:

SIR,—On page 54 of the AMERICAN DRUGGIST for July 22, under the heading Correspondence, there appeared a letter by one Charles A. Lotz upon the subject of percentage solutions. I know that the editor is not responsible for statements made by his correspondents, but I feel sure that you would not have published the aforesaid letter, at least not without editorial comment, had you been fully aware of the erroneous conclusions of the author which, being thus disseminated by your journal, might have an evil effect upon the minds of students who have not yet learned how to read.

It is a well-known fact that there is no subject in pharmacy which is so hopelessly involved in the minds of beginners, and of some others who are not beginners, as this same subject of percentage solution, and when such statements as the following go out without editorial comment it cannot but do harm:

"Now if you dissolve one grain of potassium iodide, for example, in enough water to measure one minim you do not get a 100 per cent. solution, as would be supposed theoretically; you actually have a 50 per cent. solution, because you really have an equal part of both salt and water in the resulting solution."

What do you think of that?

CHARLES H. LAWALL.

PHILADELPHIA, July 25, 1901.

TO THE EDITOR:

SIR,—I notice in your edition of July 22 a letter to the editor on "Percentage Solutions." Your correspondent in his article confused matters somewhat by not differentiating between grain per minim and actual percentage. Percentage may be parts per hundred by volume, or parts per hundred by weight. As the specific gravity of potassium iodide in round numbers is 2.9, 2.9 grains of potassium iodide occupy the space of one grain of water. If potassium iodide is soluble in 0.5 part of boiling water then 2.9 grains, which occupies the space of one grain of water, will require 1.45 grains to dissolve it. The mixture of the two will measure the same as 2.45 grains of water, and contain 2.9 grains of potassium iodide, which is over a grain of potassium iodide in the same volume of the liquid as would be occupied by a grain of water. The mixture, however, which is of the bulk of 2.45 grains of water (if no allowance is made for possible expansion or contraction) will actually weigh 4.35 grains, as it contains the 2.9 grains of potassium iodide and 1.45 grains of water.

Your correspondent evidently understands the point I make, as he speaks of 99 grains of salt with one minim of water (which is about a grain) giving a 99 per cent. solution. He also fully appreciates the fact that a sub-

stance cannot have other material added to it without its ceasing to contain 100 per cent. of the original substance. His solution of one grain of potassium iodide in enough water to measure one minim would, of course, only be a solution containing a grain per minim. As the specific gravity of potassium iodide is 2.9, then the space occupied by one grain of potassium iodide is equivalent to the space occupied by about 0.35 grain of water. A grain of potassium iodide occupying the space of 0.35 grain of water will require 0.65 grain of water to bring it up to the bulk of one grain of water. This will be one grain of potassium iodide in the bulk of one grain of water, and this one grain of solution will weigh 1.65 grains, including the potassium iodide and the water. Being one grain of potassium iodide in 1.65 grains of the solution it would be in round numbers a 66 per cent. solution by weight (this is allowing for no expansion nor contraction).

As your correspondent states, it is certainly wrong to call a grain per minim solution a 100 per cent. solution, and when it is done it is probably more from careless expression than from actual misunderstanding of the facts, and if any are so inaccurate as to use the term 100 per cent., to mean grain per minim, or grain per each volume occupying the space of a grain of water, it is fortunate that your correspondent calls attention to such an inaccurate use of the word 100 per cent.

GEORGE F. PAYNE.

ATLANTA, GA., July 26, 1901.

REVIEWS OF BOOKS.

NOTES ON EQUATION WRITING AND CHEMICAL AND PHARMACEUTICAL ARITHMETIC. Second Edition, Revised and Enlarged. By J. H. Beal, Sc.D., Ph.G., Professor of Chemistry and Pharmacy, and Principal of the Department of Pharmacy of Scio College. The Calumet Publishing Co., Pittsburg, Pa.

Published originally by the author for the benefit of his own students, Professor Beal's little book quickly grew in popularity and the first edition was soon exhausted. In the spelling of chemical terms the author follows the general principles established by the American Association for the Advancement of Science, and disregards the example of the Committee on Revision of the U. S. Pharmacopœia, which has declined to recognize the innovations of the A. A. A. S. in spelling and pronunciation. Apart from this we consider the work a helpful one to students of chemistry and pharmacy, the several chapters on the writing of chemical formulæ, the construction and interpretation of equations, and the general principles of the notation, classification and nomenclature of chemical compounds presenting in a simple and easily understood form the laws and principles of chemical combination. Students of pharmacy who make the acquaintance of this work through any commendation of ours will, we feel sure, be grateful for the introduction, and come to regard it as a very serviceable students' reference book.

THE EXTRA PHARMACOPŒIA. By William Martindale, F.L.S., F.C.S., late President and Examiner of the Pharmaceutical Society, and W. Wynn Westcott, M.B., Lond., D.P.H., H. M.'s Coroner for North-East London. Tenth edition. London: H. K. Lewis, 136 Gower street, W. C., 1900. (Price, \$2.68, post paid.)

Imagine the United States or the National Dispensatory condensed to a small volume measuring $5\frac{1}{2} \times 3 \times 1\frac{1}{4}$ in., and you have the *Extra Pharmacopœia* of Martindale and Westcott. The references to processes of manufacture of chemical substances are necessarily exceedingly brief, but they will be found sufficient for the pharmacist, and he will find compensation for these brevities in

the multitudinous references to galenical preparations, pharmaceutical processes, etc. While more especially adapted to the needs of British pharmacists the *Extra Pharmacopœia* is a book that no pharmacist who is emulous of standing in the front rank of his profession can afford to do without, and this whether his official guide book be the French, German or the U. S. Pharmacopœia.

SELECT METHODS IN FOOD ANALYSIS. By Henry Leffmann, A.M., M.D., and William Beam, A.M., M.D. 380 pages; cloth; \$2.50. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut street, 1901.

The authors have drawn freely upon the bulletins of the United States Department of Agriculture and of the Association of Official Agricultural Chemists for material in the preparation of this work, and the volume may be regarded as an authoritative compilation of select method of analyses.

HAGER'S HANDBUCH DER PHARMACEUTISCHEN PRAXIS, ETC. Sechzehnte Lieferung—Piperazinum—Methylsaccharin. Berlin: Julius Springer, 1901.

This admirable work keeps up to the excellent promise of the earlier portions, which have been reviewed at some length in these columns. The book is rich in formulas, gathered from various sources, our National Formulary and the various European unofficial formularies being freely drawn upon.

Books, Pamphlets, Etc., Received.

Missouri Botanical Garden. Twelfth Annual Report. St. Louis, Mo. Published by the Board of Trustees. 1901.

The Canadian Photographic Blue Book for Professionals and Advanced Amateurs. Photography in a Nutshell. Edition No. 4. Price 25 cents. Compiled by Jackson L. Little, Toronto.

Eleventh Annual Announcement of the Brooklyn College of Pharmacy. Session of 1901-1902. College building, 329 Franklin avenue, Brooklyn, N. Y.

Antipyrin and its Derivatives. By David C. Eccles, B.S. (Reprinted from *The School of Mines Quarterly*, Vol. XXII, April, 1901, No. 3.)

University of Illinois Alumni. Technological, Scientific, Agricultural, Literary, Library and Law Departments, 1872-1900. College of Physicians and Surgeons of Chicago, 1883-1897. College of Medicine of the University of Illinois, 1898-1900. Chicago College of Pharmacy, 1861-1897. University of Illinois School of Pharmacy, 1897-1900. Urbana, Ill., April 26, 1901. Published by the University.

Catalogue of the Albany College of Pharmacy. Department of Pharmacy, Union University, for 1900-1901, and Announcement for Session of 1901-1902. Albany, N. Y., 1901.

Twenty-first Annual Bulletin Denver College of Medicine. Medical Department of the University of Denver. Session of 1901-1902. Denver, Col.

Ohio State University. Catalogue of the College of Pharmacy, 1901-1902. Columbus. Published by the University.

Prospectus of the College of Pharmacy of the City of New York. Session of 1901-1902. College of Pharmacy Building, 115-117-119 West Sixty-eighth street, New York.

Proceedings of the Twenty-third Annual Meeting of the Missouri Pharmaceutical Association, held at Pertle Springs, Warrensburg, June 18, 19, 20 and 21, 1901. Constitution and roll of members, etc. St. Louis, 1901.

Announcement of the California College of Pharmacy. (Thirtieth annual session.) Berkeley. The University Press, 1901.

Prospectus of the New Orleans College of Pharmacy. Second Session, 1901-1902. New Orleans, La.

Annual Announcement of the New Jersey College of Pharmacy. Session of 1901-1902, beginning Monday, September 16, 1901. College Building, No. 224 Market street, Newark, N. J.

Twentieth Annual Announcement Cleveland School of Pharmacy. Session of 1901-1902. Cleveland, O.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

WEED, OR BE WEEDED.

OF the failures in business each year nearly 90 per cent. are of firms having capital of \$5,000 or less. Druggists come largely within this class. Though as yet in the annual smash the relative proportion of failures in this trade is low, the economic trend is toward the extinction of the small capitalist and the fossil, and it is probable that the next decade will see a large weeding out of the least worthy drug stores.

The least worthy are that class of businesses which are out of harmony with the times, though in the past they may have been wholly adequate. In the drug business you now find many a survival of bygone days, of the time when business could be done by renting and stocking a room and then sitting down to wait for trade. That easy-going era is past. Look about among your competitors and you will find some who do not know that the world is moving away from them. They are not going to last a great while. Some one better representative of the times will replace them. The newcomer will be alive, aggressive, and will have a proper appreciation of the right of the public to up-to-date service. He may come as the owner of a chain of syndicate stores. He may monopolize a narrower field. But I am sure that it is safe to prophesy that a dozen years hence there will be relatively fewer drug stores than now and fewer owners than stores. Those who care to survive and to secure advantage of the general drift must get going. The young men in business should realize that now, more than at any previous time, the battle is to the hustler; that he must adopt modern methods of winning business or go to the rear. He must do those things that successful merchants in all lines are doing or he will eventually find himself undone. Many feel that they have some choice in this matter, but they have not. The course is determined for them.

This is an advertising age.

It is the present method by which the unfit are weeded out, and some of the fit are weeded out, too, because they think they can be in the world and not of it. It doesn't matter whether you believe in advertising or not; doesn't matter whether you wish to advertise or not. You have no choice. If you do not, ten years from now you will be a "has been." If you care to keep up with the procession you have no time to lose. Few realize that advertising is something that must be employed continuously for years in order to get the full results. If you wait a year you are more than a year behind. If you lose a year you never make it up. You are not going to be in business forever. Your allotted time is limited at best. If you choose to drift you are going to be weeded out. Better be one of the weeders.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggists' ad-

vertisement. The prize is this time awarded to Ernst Stalhuth, Columbus, Ind.

CRITICISM AND COMMENT.

The ads which receive the award are but fairly good. The matter is up to the general average, but the display is poor. More room should be given the headings, which should be set in bolder type. The paint head will answer owing to the contrasting surroundings. The other ads of the series should have headings in type equally large. The wording of most of the headlines could also be im-

A NEAT HOME

Reads most features. It always requires attention. With one coat of STALHUTH'S VARNISH STAIN all surfaces are renewed and the work is done.

With TWO COATS, ordinary wood is converted into the same expensive wood as Mahogany, Cherry, Walnut, Oak, etc.

Stalhuth's Varnish
Stain Bears Washing
Does not chip nor fade.

Try a tin now and you will be sure to get more. Avoid imitation. They are too thin, and chip, crack, and fade more than with real.

ERNST STALHUTH
COLUMBUS, INDIANA.

PAINT

The cost of painting a house is less than the cost of labor. The price of labor is the same, with good or poor paint. If you buy poor paint at \$5 a gallon, less than the good, you save \$10 a gallon. If poor paint stands 1 year and good paint stands 5 years, you save—? Well, figure it out: if you have a house to paint, you are a householder, or you would not have the house.

We could sell cheap paint. It's easy! The case looks pretty. We might guarantee it for 10 years if we intended to leave a town soon, but we aim to stay. We sell RAINBOW Paint because it's the best. It may cost a little more on a job than cheap paint, but it is made to stay. It has been used with satisfaction these many years. We have sold it ever since we have been in business; we use it ourselves; we know, we do not guess.

We have all the colors of the rainbow, and many colors that do not appear in the rainbow as nature paints it. All sizes. Call in for cards and books.

ERNST STALHUTH
Columbus, Indiana.
Druggists.

A NICE CAKE

Is often spoiled with poor Flavors. Many Flavoring Extracts are Artificial. Coughs, Hayfever, Asthma, Alkaloids, Alkaloids, Alcohol and Potash Acid are a few of the ingredients of Artificial Flavors.

Some of these cause illness, others derange digestion and some are very undesirable to health. In many States it is a crime to offer such mixtures for sale.

OUR FLAVORING EXTRACTS are Pure and are guaranteed to pass inspection under any Pure Food Commission. A trial will convince you, a test will prove it.

ERNST STALHUTH
Pharmacist, Columbus, Indiana.

The Prize Advertisements.

proved. For instance, "A neat home" has little connection with the subject. "Furniture made new" would be more apt to catch the attention of those who should be interested. This advertiser's work is good enough to justify the liberal use of space. Enough should be used to permit of boldly displayed headings, which headings should as far as possible embody the sense of the ad.

OF MIXED MERIT.

Emil L. Boerner, Iowa City, Iowa, sends a local souvenir publication in which he has ads in verse and prose, and some slips for placing in packages that leave the store. The verse is useless as advertising, the prose ad covers too much ground to be effective, but the slips are excellent. They are brief, to the point, and each one covers one subject well.

WOT T'ELL?

AN ELOPEMENT

via Brignac's Medical Cab.

Married at the bride's parents, her Majesty Miss Medical Science, to his Lordship, Mr. Afflicted Sickness. Mr. F. Brignac, Jr., Graduate in Pharmacy, Officiating.

Only one fifty-cent bottle will raise thee to strength. Friend: Thou art cordially invited. Should thou doest not well. Wait not till death sits at your door. Go to Brignac, and delay no longer. The medicine that will cure you speedily, satisfactorily and permanently is within your reach. Remember the shafts of disease shoot across our paths in such a variety of courses that the atmosphere of human life is darkened by the number. Escape is almost miraculous.

After the above lurid introduction, F. Brignac, Jr., Litcher, La., leaves his readers in the air, without any further light on this panacea needed if they "doest not well," and proceeds in the remainder of the circular, of which this is the introduction, to talk about his business in general. As an introduction this is certainly unique. It is simply beyond criticism.

British Pharmaceutical Conference.

THIRTY-EIGHTH ANNUAL MEETING, AT DUBLIN, MONDAY TO THURSDAY, JULY 29-AUGUST 1.

Specially Reported for the American Druggist by Wm. Mair, F. C. S.

CHEAD MILE FAILTE, meaning in Erse, "the Irish language," a hundred thousand welcomes, was expressive of the spirit in which the thirty-eighth annual meeting of the conference was carried through. Never was the attendance larger, the arrangements better, the hospitality more unbounded, or the success of the whole proceedings more pronounced. Dublin is a beautiful city, substantial, regal; splendid in what is old of its buildings, as in much that is modern. It is the home of great learning, having three universities, principal of which is the well-known Trinity College, where Dr. Emerson Reynolds, F.R.S., President of the Chemical Society, is Professor of Chemistry, and Dr. Walter C. Smith is King's Professor of Materia Medica. Probably nowhere in Britain is the practice of pharmacy and the relationship of pharmacy to medicine to be found in a better state. Several of the pharmacies have progressed continuously during a century; one goes back to 1684. One of the wholesale businesses can show an unbroken record of 200 years. The papers presented were judged at the meeting to be well ahead of former years in number and quality; four out of the twenty-two were contributed from Dublin. The members came from a wide area, and included very many of the most distinguished representatives of British pharmacy, and several visitors, who were welcomed by name. Among these were Professor A. B. Prescott, of Michigan, president two years ago of your own national pharmaceutical association, who in thanking the president for his kind introduction, expressed the pleasure it afforded him to meet them as fellow members of the fraternity of pharmacy, and conveyed the greetings of the American Pharmaceutical Association, and the congratulations of the entire body of pharmacy in the United States. Other foreign members specially welcomed were Charles F. Baker, of Calcutta; William Moore, of Assam, and a member from Johannesburg, South Africa.

The conference is not subdivided into sections, and although its constitution embraces the "discussion of various subjects of political, commercial and educational interest relating to pharmacy," the preponderance of the work done continues to be scientific. At the opening session on Tuesday the Lord Mayor was to have welcomed the conference to Dublin, but was detained in London on civic business. He had cordially placed his official residence, the Mansion House, at their disposal, and there the luncheons were held at the usual midday interval on the two days of the sessions—Tuesday and Wednesday. There, also in the grounds, was a group of photographs taken. The completeness of this civic welcome contributed materially to the dignity of the meeting and has not before been so well done. Most of the 400 who attended, including many ladies, were present in the splendidly equipped lecture theatre of the Royal Dublin Society to listen to

THE PRESIDENTIAL ADDRESS.

By G. C. DRUCE, M.A., F.L.S.

This was a masterly review of the scientific advancement of the last century, embracing a thoughtful study of evolution and present position of the newer botany and concluding with an appropriately introduced ethical disquisition on present day problems in British pharmacy. It was prepared and presented in a cultured style and the occasional, slight, illustrative digressions into some biological or intellectual by-way dear to the author were specially pleasing.

Touching upon the history of the conference since it had last met in the capital of the Emerald Isle twenty-three years ago the president noted a slight decrease from the then recorded membership of 2,000. He then proceeded to a résumé of the

tury all the important botanical chairs in Britain were held by systematists, not a single one was now so occupied. He considered that to the pharmaceutical student the advantage of studying morphology rather than physiology is manifest, and that even so far as histology is concerned the examples chosen should as far as possible be such as are connected with pharmacy.

IS PHARMACY DECADENT?

After a brief reference to the triumphs of scientific work in the great subject of bacteriology since Pasteur, Lister, and Koch, each in a separate department of correlated inquiry, deduced important principles of treatment, which have altered, and will still further alter, our daily task as dispensers of



Photo. by Bassano.

GEORGE CLARIDGE DRUCE, F.L.S., PRESIDENT:

Is a retail pharmaceutical chemist; Mayor of Oxford, for many centuries the intellectual capital of England; is, *honoris causa*, an M.A. of Oxford; and curator of the Fielding Herbarium in the University; author of *Flora of Northamptonshire* (1879), *Oxfordshire* (1886), *Berkshire* (1897).

medicine, the author concluded with the reflection that such brief study in the higher branches of scientific inquiry was a salutary diversion from the habit of introspective analysis. He would ask, and frankly try to answer, three questions: Is there a decadence in pharmacy? If so, what are the contributing causes? Is there a remedy? It is difficult to know what was the actual condition of pharmacy at the beginning of the century, but from the information one is able to obtain about that time, there is good reason to believe that a chemist and druggist carried on a protean-sided business, prescribing freely for many of the diseases to which flesh is heir, and for some of those which flesh acquires, acting as a dental practitioner, dealing in paints and colors, selling veterinary preparations, and, on the whole, making a good living. In one town which he took as an example there were as many pharmacists who were making individually as large profits when the town had twenty thousand inhabitants as is done now when it has eighty thousand. The pharmacists of that

more important scientific advances made during the century, particularly in those sciences more immediately connected with our calling.

CHANGED ASPECT OF BOTANICAL STUDY.

period certainly occupied relatively a better position among their fellow tradesmen than the present ones are doing. In fact, we may say that, as compared with the 'sixties and 'seventies, the depreciation in good will alone among British pharmacies is at least 50 per cent. So much for the trading point of view.

FAILING INTEREST IN SCIENCE.

He thought that we must admit that the general interest in science exhibited by pharmacists shows a decided falling off. The regrettable loss of numbers experienced by this conference corroborated this statement. He was not disputing that excellent work is done by followers of pharmacy to-day, but he was afraid it is chiefly done by those engaged in wholesale rather than retail pharmacy.

RETAIL PHARMACY LESS PROSPEROUS.

He had sorrowfully to admit that retail pharmacy was less prosperous in Britain than at any other time now within memory. Among the causes were many beyond their control—the segregation of businesses and professions; the increase of provident dispensaries, some notoriously abused by individuals who are perfectly well able to pay both for medical attendance and for medicine. A gradual divergence toward the purely scientific side in their examinations to the exclusion of the more practical part of pharmacy appeared to Mr. Druce—himself an examiner—to have unconsciously assisted in the downward movement. He deplored what he considered another cause of pharmaceutical decadence in the sale of so-called patent medicines and the increase of proprietary articles in dispensing, which formerly necessitated more call upon intellectual faculty and on one's chemical and pharmaceutical training. All these causes were, however, relatively unim-

(2) "Comparison of the Quantitative Action of Reducing Agents on Mercury and Bismuth Salts."

(3) "Effect of Glassware Containers on Acids."

13. "A Soluble Manganese Citrate, and some Compounds of Manganese with Iron," by Frederick B. Power, Ph.D.

14. "The Presence of Arsenic in Ferrum Redactum, and its Approximate Determination," by E. Saville Peck, M.A.

15. "Two Years' Analytical Experience of the Poor Laws Drug Supply," by Prof. Chas. R. C. Tichborne, F.I.C., B.P.H.

16. "The Cause of the Loss of Strength of Spiritus Ætheris Nitrosi," by E. H. Farr, F.C.S., and R. Wright, F.C.S.

17. "On Uniformity in Dispensing," by A. L. Doran, M.P. S.I.

18. "Hydrobromic Acid," by E. M. Marshall.

19. "The Chemical Character of So-called Iodo-tannin Compounds," by Frederick B. Power, Ph.D., and Frank Shedden, B.Sc., A.I.C.

20. "The Estimation of Phenol," by John C. Thresh, D.Sc., M.D.

21. "Additional Notes on Cardamom Fruits," by R. C. Cowley and J. P. Catford.

22. "An Improvement on the B. P. Santonin Test," by Percy Pain, Ph. Ch.

The Quality of Jalap.

Mr. Umney's paper on jalap brought out the fact that of thirteen samples recently examined the percentage of resin varied from 5.4 to 18.4, only two samples being above the B. P. limit of 10 per cent. It was supposed that maturity, period of collection and soil materially affected the percentage of resin, and it had been suggested by Flückiger that the resin was partially exhausted from the jalap tubes in Mexico. The hope was expressed that the effort would be made to improve



GEORGE D. BEGGS, P.P.S.I.,

One of the vice-presidents of the conference, welcomed the conference on behalf of the Pharmaceutical Society of Ireland.



J. I. BERNARD, M.P.S.I.,

Honorary local secretary.



WILLIAM F. WELLS, M.P.S.I.,

Chairman of the local committee, welcomed the conference in the stead of the Mayor.

portant compared with the effects produced by company trading upon pharmacy, a flaw in the law allowing in England seven people, not one of them qualified, to open a chemist's business and call themselves chemists, while insisting that individual chemists before commencing business should be qualified. He considered that much of this could be remedied by the legislature, but that the greater part of the problem must be left to themselves, to their individual exertions and industry.

PAPERS PRESENTED.

1. "Concerning Cascara Sagrada," by Bridget Rose Clinton.

2. "Note on Liquor Gentianæ Compositus Concentratus," by E. H. Farr, F.C.S., and R. Wright, F.C.S., pharmaceutical chemists.

3. "Chemical Standardization of Galenical Preparations," by N. H. Martin, F.C.S., F.L.S.

4. "The Standardization of Galenicals," by H. Wippell Gadd.

5. "The Chemistry of the Bark of Robinia Pseudacacia Linné," by Frederick B. Power, Ph.D.

6. "The Anatomy of the Bark of Robinia Pseudacacia Linné," by Pierre Elie Félix Perrède, B.Sc., F.L.S.

7. "The Official Estimation of Liquor Hydrogenii Peroxidi," by W. A. H. Naylor, F.I.C., F.C.S., and C. S. Dyer.

8. "The Pharmacopœial Requirements for Jalap," by John C. Umney, F.C.S.

9. "Liquor Calumbæ Conc., B. P.," by F. C. J. Bird.

10. "The Preparations of Ergot," by J. C. McWalter, D.P.H., F.F.P.S.G.

11. "Hydrastin," by Thomas Maben, F.C.S.

12. "Laboratory Notes," by T. Tyrer, F.I.C., F.C.S., and T. C. Tyrer, F.C.S.

(1) "Distillation and Boiling Points."

the conditions under which the collection of jalap was carried on, so that the standard of the British Pharmacopœia may be maintained. It was considered not unreasonable, as compared with the U. S. P. 12 per cent. and the German 9 recently increased from 7. The B. P. liquores concentrati were criticised by F. C. J. Bird. This new series of preparations which was found to be unpopular he sought to improve by modifications of the processes. Incidentally he reminded the conference of the formula that "the characters of the product would depend on the power of the press," it having been shown that when using a hand press the finished liquor had a s. g. of 1.029 and extractive 2.16 per cent., while with a powerful hydraulic press these figures became respectively 1.032 and 3.66.

The Preparations of Ergot

was the subject of a communication by Dr. McWalter, an accomplished pharmacist and practicing physician of Dublin. It was really an ample monograph on the pharmacology of the drug. He found a solution which kept well and was an improvement on the Pharmacopœia liquid extract could be made by dissolving one part of ergotine and one of glycerin with a sufficiency of distilled water to produce five parts; it was rather palatable; if patients suffering from hemorrhage are given a dose of ergot and it happens to nauseate them, their fright is naturally intensified and the chances of relief thus diminished. Elaborate methods had been adopted, he added, by certain American manufacturers to assay ergot on a physiological basis—namely, by ascertaining the quantity required to produce the phenomenon known as ergotism on the comb of a cock, whereby this appendage is attacked with dry gangrene; the potency of the extract is assayed in proportion to the weight of the cock. He submitted that such experiments were based on a completely erroneous assumption—namely, that the principle in ergot which causes the contraction of the unstriped

tissue of the minute blood vessels is the active ingredient; besides the human factor is entirely lost sight of. The fact was that there were two distinct physiologically active principles in ergot, the one probably cornutine, which produces rhythmic contraction of the uterus, which renders ergot of so much use in obstetrics, and the other sphacellinic acid, sphacelotoxin, or some other principle or combination of principles which produce contraction of the fibrous tissue of the capillaries and are responsible for the employment of ergot in hemorrhages, as well as in the various nervous affections where such contraction is desirable. He concluded that ergot comprised a number of distinct chemical substances, but so few of these can be recognized as different entities, and so many different names have been applied to them that it is premature to decide whether cornutine or any other alkaloid is the active principle.

Chemistry and Anatomy of Locust Bark.

Dr. Power's paper on the chemistry of the bark of *Robinia Pseud-acacia* (false acacia or common locust) was a communication from the Wellcome Chemical Research Laboratories, of which he is director in chief. The author, in a paper read before the Wisconsin Academy of Sciences, Arts and Letters, on December 27, 1889 (Pharm. Rundschau, New York, 1890, pp. 29-38), directed attention to the fact that the toxic action of robinia bark is due to a poisonous proteid, similar in its character to ricin and abrin. In the present paper he gives a complete account of the chemistry of the bark, describing its various constituents.

Dr. Power's communication was followed by a very elaborate one dealing with the anatomy of the bark of the common locust, by Mr. Perrèdes, also of the Wellcome Research Laboratories, further admirably illustrated by a series of microphotographic lantern slides. Not many drugs have had their pharmacognosy so completely elucidated.

New Preparations of Manganese.

A further selection from the classical chemical work which is being done by Dr. Power at the Wellcome Research Laboratories had reference to (1) a Soluble Manganese Citrate and Some Compounds of Manganese with Iron. Neither the British or German Pharmacopœias, in their latest editions, had adopted any salt of manganese or preparation made therefrom. The value of manganese compounds as medicinal agents depended to a considerable extent upon the form in which the element was administered. Manganese dioxide was occasionally prescribed notwithstanding its frequent impurity, its complete insolubility in water and its sparing solubility in dilute acids. Dr. Power then described the preparation and characters of his new soluble manganese citrate. The simple citrate was prepared by the interaction of manganese sulphate, 100 Gms.; sodium carbonate, 140 Gms.; to the washed precipitate citric acid 62.8 Gms. are added, and to the resulting citrate, while still moist, 105 Gms. of crystallized sodium carbonate are added and the mixture heated until complete solution is effected. It is then dried on glass plates to the form of scales. (2) Soluble iron and manganese citrate.—The hypodermic use of iron had been recommended by Dr. Da Costa, of Philadelphia, and the preparation employed was stated to be a ferrous-manganese citrate. In a specimen of a commercial salt, however, examined by Dr. Power the iron was found to be in the ferric state. The salt now brought to notice was calculated to contain as nearly as possible two parts of metallic iron to one part of manganese. It was produced by adding a solution of ferric citrate to the moist manganese citrate. (3) Soluble iron and manganese phosphate was another salt calculated to contain the same relative proportions of iron and manganese as the preceding and its method of preparation was analogous. Like the so-called phosphate of iron of the U. S. P., it was really citro-phosphate. The advantages suggested by the new compounds were their ready solubility in water, freedom from objectionable taste and relative uniformity.

Iodo-Tannin Compounds.

In another paper, contributed by Dr. Power, in association with F. Shedden, the chemical character of so-called iodo-tannin compounds was considered. Preparations made by the action of iodine upon tannic acid or drugs containing considerable amounts of tannin, such as *Krameria*, *cinchona*, etc., have been used medicinally for many years, especially in France, where they appeared to have originated. These preparations are usually in the form of a syrup or wine, as, for example, "the *Sirup de Ralfort Iodé*" of the French Codex. Since they contain no free iodine it is usually assumed or definitely stated that the iodine is in an organic combination with the tannin. It was sought to ascertain the chemical character of the preparations produced



Photo. by W. Lawrence, Dublin.

LAND MUSEUM OF SCIENCE AND ART, DUBLIN,

Where the meetings were held. The opening conversation was given here in the Museum of Science and Art, and the scientific sessions took place in the splendid new lecture theatre of the Royal Dublin Society, adjoining. The secretary, R. J. Moss, F.I.C., F.C.S., expressed the cordiality with which his Council had granted the use of the building.

by the action of iodine and gallic acids, which seemed desirable in view of the fact that no definite compound of iodine with either tannic or gallic acids had as yet been described, although the well-known bromo- and dibromo-gallic acids were very easily prepared. The results went to show that the crystalline product assumed by Barnouvin to be iodo-gallic acid consisted simply of gallic acid with a little adhering hydriodic acid, and the fact was established that true or definite compounds of iodine with either tannic or gallic acid cannot be formed by the simple interaction of these bodies in the presence of water, for as might be expected in these circumstances the iodine acts simply as an oxidizing agent, and it followed that if the physiological action of iodine was required it would be more rational to employ a syrup containing a definite amount of hydriodic acid.

The Official Santonin Test.

Percy Pain's improvement on the official santonin test was based on the supposition that the fact of intense bitterness of an alcoholic solution, as compared with an aqueous, was due to some molecular change having taken place. He found that ethyl nitrite gave the best results.

Simplified Process for HBr.

E. M. Marshall suggested a simplification of the process of the preparation of hydrobromic acid. A small amount of hydrobromic acid is made by means of sulphur bromide and water; the acid liquid is poured off from the sulphur and bromine added, which dissolves. A small amount of sublimed sulphur is then added; combination at once takes place and hydrobromic acid is formed. The liquor is now distilled, but considerable subsequent purification is required.

Results of an Examination of Drugs.

Dr. Titchborne sketched the results of his examination of 834 samples of drugs sent in to him as county analyst in the course of his work at the Apothecaries' Hall of Ireland, from the Poor Law Hospitals under the Local Government Board.

Incidentally he had found that the methylated liniments were almost invariably dispensed in Ireland, although not sanctioned by the British Pharmacopœia. He advocated that if such are to be used they should be officialized.

Arsenic in Ferrum Redactum

E. S. Peck said this was a frequent impurity and the limit was suggested for adoption in the British Pharmacopœia, and advantage was taken of the property of stannous chloride to give a dark brown to black coloration according to the amount of arsenic present. A table of colorations was shown at the conference meeting. It seemed possible to, as it were, Nesselize dilute solutions of arsenium by means of the concentrated solution of stannous chloride, of the German Pharmacopœia (s. g. 1.900). The limit of arsenical contamination suggested was that if no light brown coloration should take place within one hour (in 0.2 Gm. treated with 8 Cc. of the SnCl_2 solution) that would correspond to 0.1 per cent. of arsenium approximately.¹

¹ The finding of the meeting was that 0.05 was a sufficient limit and a possible degree of purity.

NEW OFFICERS.

The place of meeting chosen for 1902 was Dundee, Scotland, whither the conference was welcomed by Charles Kerr and A. Naamyth, Arbroath.

The officers appointed were: President, G. Claridge Druce, M.A., F.L.S. (re-elected); vice-presidents, G. T. W. Newsholme, president of the Pharmaceutical Society of Great Britain; W. A. H. Naylor, F.I.C., F.O.S., London; G. D. Beggs, Dalkey, Dublin, and Charles Kerr, Dundee; treasurer, John C. Umney, F.O.S., London; honorary general secretaries, F. Ransom, F.C.S., Hitchin, and E. Saville Peck, M.A., Cambridge, the latter in succession to Mr. Naylor, who relinquished reluctantly and to the expressed regret of his colleagues the senior secretaryship, which he has filled efficiently for 15 consecutive years; honorary local secretary, William Cummings, Dundee; auditors, G. H. Grindley, Dublin; James Russell, Dundee; and an Executive Committee of nine members.

At an earlier stage of the proceedings the favorable report of the Executive Committee, proposed by Sir Thomas Robinson and seconded by Edward Evans, J.P., of Liverpool, recorded the loss by death of two distinguished honorary members, Dr. E. R. Squibb, of Brooklyn, and Dr. Charles Rice, of New York. With the presentation of ten beautifully bound souvenir volumes from the Bell and Hill's fund, offered as a tribute of gratitude and accepted by President Beggs on behalf of the Pharmaceutical Society of Ireland came the expressions of thanks, all eminently cordial, particularly notable being that accorded to the learned president, whose uniquely successful chairmanship was very thoroughly appreciated, and the one to the Council of the Royal Dublin Society for the use of the auditorium, which had contributed largely to the success of the conference, of which Lord Ardilaun is president, responded to by R. J. Moss, F.I.C., F.O.S., the secretary.

THE PLEASANTRIES

opened with a brilliant reception and conversazione in the Museum of Science and Art, at which the president wore court dress and his mayoral chain and robes. Drives by electric trolley and char-a-bancs took the visitors to places of interest in and about the city. On Wednesday evening were simultaneously a drawing-room and a smoking concert at the headquarters of the conference. On Thursday a special train and contiguous drives took the 400 who attended to Glendalough through some of the most charming scenery in Ireland, and on Friday a garden party was given at the Zoological Gardens by S. P. Boyd, M.A., and Mrs. Boyd. On Friday a number took the advantage to spend the week end at Killarney—"heaven's reflex," in the estimation of more than Irishmen. Dublin, August 2, 1901.

MOVING FOR A REFUND OF FACE VALUE OF WAR-TAX STAMP.

Wholesalers and Proprietors Urge Passage of a Special Bill.

The wholesale drug trade is active just now in trying to secure a refund of the face value amount of war tax stamps on goods in their possession on July 1 last, when the War Revenue Reduction act became effective. Schedules of stamped goods have been made out and placed in the hands of Custom House lawyers.

The amounts on the schedules vary, but they are under \$500 as a rule, for even by the largest firms only a small amount of stamped goods was carried in stock. The manufacturers will, according to the ruling of the Internal Revenue Department, be refunded for stamps on goods in stock on July 1.

Collector Charles H. Treat, when seen, said: "There is no ruling now which permits of their claims being satisfied. A canceled stamp is a canceled stamp, and after process of sale has begun a refund is impossible. The passage of a special bill in Congress is the only possible way for the druggists to recover."

Efforts are also being made to secure united action toward the passage of a special bill at the next session of Congress to relieve the proprietary medicine manufacturers.

Those leading the proprietary medicine movement say that the Government, by its repeal of portions of the War Revenue act of 1898, has allowed a rebate to manufacturers, jobbers and retailers of tobacco and cigars, and failed to make similar provisions for the medicine men.

THE AMERICAN PHARMACEUTICAL ASSOCIATION.

Plans for the St. Louis Meeting—Special Reduced Rates Made by the Railroads—Elaborate Entertainments Being Planned at St. Louis—The Local Committees Selected.

THE various railroad traffic associations have authorized a rate of a fare and a third from all points save those in the New England territory, in which the association has not yet acted, though it is confidently expected that the reduced rate will be granted there also. To secure this reduction those attending should purchase through tickets to St. Louis, securing a receipt from the ticket agent on an "association certificate" within not more than three days of the date of the opening of the meeting, which will take place on Monday, September 16.

STOP OVER PRIVILEGES AT THE PAN-AMERICAN EXPOSITION.

Members from the East who go by way of Buffalo will have the privilege of stopping over at the Pan-American Exposition for ten days, provided that on arriving in Buffalo they immediately deposit their tickets with the local ticket agent, paying a fee of one dollar. The New York delegation will go by the Lackawanna and the Wabash railroads, the main party leaving on Saturday, September 14, and arriving in St. Louis Sunday afternoon. The fare from New York City to St. Louis is \$21.25 and the fare for the return trip will be one-third this sum. The sleeper fare is \$6.00 each way. Members in or near New York City who wish to accompany the party will kindly communicate promptly with Caswell A. Mayo, 66 West Broadway, the local member of the Committee on Transportation, stating how many berths they wish to have reserved.

THE EXHIBIT.

The hall selected for the exhibit feature of the meeting is located on the ground floor of the Southern Hotel. It fronts on Walnut street, being Nos. 404 and 406. The south end of the hall opens into the handsome corridor of the hotel, covering an entire one-half block.

The room adjoining and to the east of the exhibit hall is occupied by A. A. Kleinschmidt's Pharmacy. The hall is 52½ feet long, 25 feet wide and has a ceiling 18 feet high. Representatives of the exhibitors will be asked to come before the association and in a few minutes' talk explain whatever may be of interest about their exhibit. The association as a whole will thus be called upon to judge of the merits of each display. This will give the exhibitor a public opportunity of reaping a return for his time, labor and expense in sending the goods. A report upon each exhibit will be made by the committee to the association, which will afterward be published widely. It is believed that many members and others will be attracted to the meeting in St. Louis by the exhibition; that every one who attends will carry away knowledge of many new objects and ideas which will be of direct pecuniary or educational value in business. Applications for space should be forwarded at once to the local secretary, Dr. Whelpley, 2342 Albion place, St. Louis, accompanied by a statement briefly describing the character of the exhibit, and whether wall-space is desired.

HOTEL ACCOMMODATIONS

The headquarters of the association will be at the Southern Hotel, where the prices will be as follows: American plan, one or two persons in a room, \$3.00 to \$5.00 per day; European plan, one person in a room, \$1.50 and upward; two persons in a room, 50 cents per day additional for second person. Accommodations at lower rates can be secured in nearby hotels, and Dr. Whelpley, the local secretary, will make arrangements for quarters for all applying to him in advance.

THE ENTERTAINMENT FEATURES

The local committee have plans under consideration which will insure the complete success of the entertainment feature of the meeting. So far as has yet been determined upon the entertainments include a river boat excursion on Wednesday afternoon and evening, stopping in North St. Louis at the water works and in South St. Louis at Jefferson Barracks. On Saturday afternoon there will be a trolley car ride, during which Shaw's Garden and the Anheuser-Busch Brewing Association brewery will be visited. A special entertainment is being prepared for Saturday evening.

The committees throughout the States of Missouri and Illinois, which were appointed to look after new members, etc., have been doing their duty in every respect. Dr. H. M. Whelpley

key, the local secretary, says, "They have been everlastingly stirring things up." The local ladies will meet at the home of Mrs. Whelpley on Tuesday of the meeting and arrangements will be made for entertaining the visiting ladies.

The Chicago Drug Club has written to secure quarters at the Southern Hotel. They expect to be on hand in full force. A committee, consisting of L. A. Seitz, Chas. Gietner and C. C. May, has been appointed to look up all the points of special interest in and around St. Louis and to publish this information in pamphlet form.

PHARMACEUTICAL MEETINGS.

THE MARYLAND ASSOCIATION.

Rapid Growth in Membership—Affiliation with N. A. R. D. Indorsed—Worcester Plan Approved.

The nineteenth annual convention of the Maryland Pharmaceutical Association was called to order by President Wm. E. Turner, of Cumberland, at Ocean City, on July 16. M. F. Johnson, representing his Honor, Mayor Clayton T. Purnell, in a few felicitous remarks welcomed the association to Ocean City, his address being replied to by Dr. Alfred R. L. Dohme.

John F. Patton, president of the American Pharmaceutical Association, brought the greetings of the Pennsylvania Phar-



LOUIS SCHULZE,

Baltimore, President of the Maryland Pharmaceutical Association.

macentical Association, as did Prof. Wm. C. Anderson, president of the N. A. R. D., those of that body.

President Turner's address was replete with good, practical suggestions, all of which were adopted. Among others were these: That the Legislative Committee organize auxiliary committees in every county of the State to go to work at once to bring the passage of a pharmacy law to a successful issue; that the next semiannual meeting of the association be held in Annapolis during the organization of the Senate and House of Delegates, and that "we strive diligently to more closely unite the professions of medicine and pharmacy, and that we co-operate with other bodies of a like character in the erection of a suitable memorial to Prof. Wm. Proctor, Jr."

The association decided to continue the agitation for a national pure food and drug law, as also endeavor to have such a law enacted for Maryland.

The treasurer reported a gratifying balance in the treasury. The accessions during the year were larger than any preceding year, they amounting to 33 per cent. of the membership.

The report on the progress of pharmacy was a most comprehensive and instructive paper.

Under the subject, "Trade Interests," an animated discussion arose as to the affiliation with the N. A. R. D., ending in a resolution to that effect, as well as to the adoption of the Worcester plan, both meeting with the approval of a large majority.

Officers for the ensuing year were elected as follows: President, Louis Schulze, Baltimore; first vice-president, J. Webb Foster, Baltimore; second vice-president, Eli T. Reynolds, Rising Sun; third vice-president, Otto G. Schumann, Baltimore; secretary, Owen C. Smith, Baltimore; treasurer, John G. Beck, Baltimore. Executive Committee: Wm. C. Powell, chairman, Snow Hill; H. Lionel Meredith, Hagerstown; W. E. Brown, Baltimore. H. P. Hynson was elected delegate to the N. A. R. D., with Wm. E. Brown as alternate.

The next annual meeting will be held at the Blue Mountain House about June 20, 1902, in joint meeting with the Pennsylvania Pharmaceutical Association, which meets at Buena Vista, Pa.

THE OHIO ASSOCIATION.

Entrance Examinations and Fixed Terms Advocated for Schools of Pharmacy—The Worcester Plan Indorsed.

The twenty-third annual meeting of the Ohio State Pharmaceutical Association was called to order at the Hotel Algonquin, Dayton, O., July 16, by the president. The Mayor of Dayton, Hon. J. R. Lindemuth, extended a cordial welcome to the visiting society, which was responded to by A. De Lang, of Cincinnati, on behalf of the association. Short speeches were made by Adam Schmidt and Dr. Casper, of Springfield, after which the President read his annual address, which was referred to a committee for consideration.

The second session was called at 9 a.m., July 17. The privileges of the floor were extended to C. H. Jones, organizer of the Ohio Valley Druggists' Association, and to E. R. Cooper, organizer of the Northern Ohio Druggists' Association.

The reports of the various committees were read and accepted. The chairman of the Committee on Course of Study in Colleges of Pharmacy made the following recommendations, which were adopted by the association:

Item 1. That this association requests the schools of pharmacy located in Ohio to require an entrance admission, leading to a degree, of at least one year's instruction in a standard high school, which should include algebra and natural science.

Item 2. That this association reaffirms its position of 1896 that schools of pharmacy should have a fixed time for the admission of students who are candidates for a degree in pharmacy, which should be at or near the opening of the school year, and a definite time when the course leading to the conferring of a degree shall close.

Item 3. That the Ohio Board of Pharmacy be and is hereby requested to adopt a rule that after September 1, 1902, it will refuse to recognize as in good standing any school of pharmacy within or without the State of Ohio which fails to require and enforce an entrance qualification equivalent to that proposed in Item 1, or that fails to comply with the conditions relating to the admission of students and the conferring of degrees in pharmacy set forth in Item 2.

Reports were read by the delegates to the National Wholesale Druggists' Association and the National Association of Retail Druggists.

The association ordered its affiliation dues in the National Retailers' Association paid for another year.

E. R. Cooper explained in detail the working of the so-called Worcester plan for the prevention of price cutting, in connection with which the association passed the following resolutions:

Resolved, That the secretary of this association be instructed to forward the following resolution to one or more members of this association in each Ohio town, with request that they obtain druggists' signatures thereto. And resolved, that all signatures so secured be returned to the secretary of this association and embodied in *fac-simile* memorial to proprietary manufacturers, as also for presentation at the proposed Massachusetts Fall Conference.

Whereas, the retail drug trade would be benefited without injustice to any one by price enforcement under the Worcester plan; now, therefore, the undersigned do hereby indorse said plan, and as a further expression of our interest and as an incentive to manufacturers of proprietary goods to adopt it, do promise to give preferential consideration to the goods of manufacturers that are sold under said plan, whenever we can do so without injustice to any other goods or discrimination against our own. And we promise to sell the price-protected goods whenever called for by name, without effort to sell our own or to sell them in place of such price-protected goods.

The Dayton druggists tendered the association a carriage ride and a trip through the National Cash Register Company's

model factories, where were seen the detailed processes of manufacture, the system by which employees suggest their own ideas, and the artistic lunch room, where the girls and ladies are each day served the essentials of a good lunch for five cents per week. These works certainly suggest an era of higher aim and culture among factory operatives.

The following officers were elected for the ensuing year: President, J. C. Firmin, Findlay, O.; first vice-president, Chas. Freericks, Jr., Cincinnati; second vice-president, G. C. Himmelman, Akron; permanent secretary, L. C. Hopp, Cleveland; treasurer, J. H. Von Stein, Upper Sandusky; Executive Committee: F. W. Herbst, chairman, Columbus; J. P. Harley, Warren; John Kutchbach, Cincinnati.

The initiation fee for new members was abolished, and the association commended the Board of Pharmacy on the fact that the number of assistant registered pharmacists had been increased in the last two years.

The following names were recommended to the Governor from which to select a new member of the Board of Pharmacy: W. R. Ogler, Columbus; John Von Stein, Upper Sandusky; John Byrne, Columbus; Adam Schmidt, Springfield; Geo. W. Brown, Wilmington.

A vote of thanks was tendered to the Dayton druggists and the Entertainment Committee for their generous efforts.

An auxiliary section was formed and put on an active basis, the object of which will be to protect those members who may be unjustly persecuted or prosecuted under the existing or future laws of this State, to take care of any cases against them, both in the lower and appellate courts, without individual expense to the druggist beyond his per capita fee for membership. Membership to be restricted to members of the Ohio State Pharmaceutical Association. A Central Committee of six was appointed by the president, to have full charge and discretion in doing the work.

The matter of time and place for next year's meeting was left to a Central Committee, the preference of the committee being for a boat ride to Mackinac, holding the meeting on board; the next preference to be given to Put in Bay.

THE TENNESSEE ASSOCIATION.

The Meeting Well Attended—Interest in the N. A. R. D. Unabated—A Clergyman Made an Honorary Member.

The sixteenth annual meeting of the Tennessee Druggists' Association was held at Monteagle on July 17, 18 and 19. After a business meeting held in the village the members assembled in Warren Hall on the Assembly Grounds, where the meeting was called to order by President McDonald, of Lebanon.

Dr. Summey, as platform superintendent of Monteagle, extended to the association in a very happy speech a very cordial and hearty welcome to Monteagle.

R. W. Vickers, secretary, read telegrams from New York and Chicago containing greetings to the association. A paper on "What Pharmaceuticals is Profitable for the Pharmacist to Make?" was read by A. B. Rains, of Columbia. B. H. Owen read a paper on "What Are the Best Methods of Advertising?" He said that more than half the money spent in advertising is wasted on account of injudicious methods.

At the second day's session two honorary members were enrolled, Rev. W. D. Powell, of West Tennessee, and Daniel Champion, of Alabama. A number of papers were assigned and read, and the following officers were elected:

President, H. W. McDonald, Lebanon; first vice-president, J. C. Treherne, Memphis; second vice-president, J. D. Kuhn, Nashville; third vice-president, J. J. Ingle, South Pittsburg; secretary, W. R. Vickers; treasurer, J. C. Ammons, Gleason.

D. H. Owens, of Clarksville, and G. P. Evans, of Shelbyville, were appointed delegates to the next meeting of the National Association of Retail Druggists at Buffalo, N. Y., in September. A. B. Rains, of Columbia; J. C. Treherne, of Memphis, and J. F. Volght, of Chattanooga, were selected delegates to the American Pharmaceutical Association meeting at St. Louis in October.

Bon Aqua Springs was selected as the place for the next annual meeting.

THE RHODE ISLAND ASSOCIATION.

Rhode Islanders' Fifty-sixth Meeting—A Whist Tournament a Feature of the Entertainment.

The fifty-sixth semi-annual meeting of the Rhode Island Pharmaceutical Association was held on July 10 at Seaconnet. A party comprising more than fifty participated in the event, which was of very enjoyable character.

Upon arrival at Seaconnet a brief business session was held and then the party proceeded to the discussion of a substantial

feast. A period of sight-seeing, bowling and other amusements followed.

On the return trip a whist tournament was held. The prizes were won by George E. Fairbanks, James O'Hare and George Daggett. The booby prize, a treatise on whist, with a miniature pack of cards, went to Richard A. McNally. The committee in charge of arrangements comprised H. L. Swindells, Arthur Howe and Charles Sheehan.

THE MAINE ASSOCIATION.

Two Hundred Maine Druggists Meet at Portland—Steady Growth in Membership—The White Mountains Visited.

The thirty-fourth annual meeting of the Maine Pharmaceutical Association was held at Portland on July 9, 10 and 11.

The session opened with a business meeting on the evening of the 9th, at which there were two dozen members present. Most of those who had arrived had gone to the various summer resorts for the evening, depending upon the main business meeting at the Mt. Pleasant House. On this account all of the important and most interesting business was held over.

President H. Boynton, of Biddeford, being unable to be present on account of illness, Vice-President F. R. Partridge, of Augusta, presided. About 15 applications for membership were read. The reports showed that 8 members have died during the year, 1 has withdrawn and 28 new members have been added, making an active membership of 281 members.

Messrs. Everett, Lord and Cates were appointed as a Committee on Resolutions, and an invitation was accepted to send delegates to the annual meeting of the American Pharmaceutical Association at St. Louis, September 16 to 21.

On the morning of the 10th the members to the number of about 200 left the Falmouth Hotel on special cars for the Union Station, taking special cars to the Mt. Pleasant House, White Mountains, where the second day's session was held.

At the business meeting, which occurred soon after the train arrived, the following officers were elected for the ensuing year:

President, F. R. Partridge, Augusta; vice-presidents, D. P. Moulton, Lewiston; F. T. Crane, Machias; G. R. Wiley, Bethel; treasurer, W. I. Drew, Portland; secretary, M. L. Porter, Danforth.

E. S. Everett, of Portland, read resolutions upon the deaths of many members of the association. A number of new members were admitted, including the following: F. S. Rogers, Philadelphia; C. E. Bradley, Bert Allen, Harry Hamilton, L. O. Bailey, J. E. Higgins, Fred Smith, Portland; W. W. Talbot, Sanford; B. L. Alden, Yarmouth; Dr. Wort, Cherryfield.

Dr. Garst, of Worcester, read a paper on the Worcester plan for preventing cut prices. Other papers were: "A Brief History of Cinchona," by J. F. Sanford, Ph.G., of Lewiston; "Our Customers: How Shall We Treat Them So as to Increase Their Number?" by A. G. Gilmore, and "Cinchona History, Methods of Cultivation and Collection; Products and Alkaloids," by E. T. Bowers, Ph.G., of Lewiston.

During the afternoon the visitors witnessed a base ball game, and the day wound up with a banquet at the Mt. Pleasant House, followed by a ball in the evening.

On the 12th recreation was made the order of the day. Various small parties were made up for the buckboard, break and carriage drives among the mountains. Some went to the base of Mt. Washington, others through the Notch to the Willey House, and others through other parts of the country. These trips were perfect delights and the drives were marvels of beauty. Some of the party took the trip to the top of Mt. Washington on the train. It was a trifle damp on account of the cloud banks that hung over the peaks, but they did not regret their trip.

THE VIRGINIA ASSOCIATION.

The Evils of Special Legislation Pointed Out—The Work of the Board Nullified by Enactment of Special Relief Bills.

The twentieth annual session of the Virginia State Pharmaceutical Association convened at the Hotel Elkton, in Elkton, on July 18, 19 and 20. The total membership is 160 and about 100 were in attendance.

The members took under consideration the question of an amendment to the constitution of Virginia to restrict the frequent enactments of special relief bills in the State Legislature in cases where the individual pharmacist has failed to pass his or her examination before the State Board of Pharmaceutical Examiners.

The evil calling for action on the part of the Virginia Constitutional Convention now in session at Richmond is peculiar. A custom has grown up among applicants for the vital relation to society which a pharmacist enjoys of appealing in case

of failure to pass their examination before a board to political or other influence and thus securing the passage in the Legislature of an enabling act permitting them to be pharmacists without certificates. Laws on this subject on the statute books do not avail. They are repealed as easily as a relief measure is enacted. A constitutional amendment is sought.

The association appointed a special committee to enforce the laws governing the employment of unregistered drug clerks.

The new officers elected were: President, E. S. Robey, Hernon; first vice-president, John L. Hagan, Danville; second vice-president, N. B. Schmitt, Woodstock; secretary, C. B. Fleet, Lynchburg; treasurer, C. H. Lumsden, Lynchburg. Executive Committee: T. A. Miller, Richmond; J. W. Watson, Richmond; Richard Gwathmey, Richmond.

In his annual report Secretary C. B. Fleet suggested that a committee be appointed to consider the advisability of the association publishing a journal or securing a department in some journal already in existence. On motion the matter was referred to a special committee and a report on it will be made at the next meeting of the association. Mr. Fleet also suggested that the association take some steps in assisting the board in prosecuting violators of the pharmaceutical laws, and on motion a committee was appointed for that purpose.

It was decided that the association should meet next year at Old Point Comfort. The Committee on Entertainment, as announced by the president, consists of R. C. Petzold, of Newport News; T. A. Murray, of Hampton; M. E. Church, of Falls Church; Thomas S. Howell, of Hampton, and J. M. F. Trotter, of Norfolk.

One of the brightest social features of the meeting was the presentation by the president, on behalf of the entire association, of a handsome umbrella to Mrs. C. L. Henry as a mark of appreciation of her efforts to make the social features of the meeting a success. Mrs. Henry was accorded a rising vote of thanks and responded in a very feeling manner to the speech of the president, Dr. Eley.

Mrs. Henry is the wife of C. L. Henry, who travels for Seabury & Johnson and who is a member of the Virginia Pharmaceutical Association, Mrs. Henry being an honorary member of the association.

IOWA PHARMACEUTICAL ASSOCIATION.

A Brilliant Meeting Socially—Sioux City the Next Place of Meeting.

The twenty-second annual meeting of the Iowa State Pharmaceutical Association was held in Storm Lake, July 9, 10 and 11. The headquarters of the association were at the Bradford Hotel, where the visitors were well cared for. The first session of the convention was held on Tuesday evening, when the visitors were entertained by the reading of many bright essays.

All the meetings were largely attended and proved to be profitable as well as enjoyable. The sports were entered into very heartily. The pharmaceutical ball given at the Opera House was a brilliant affair and largely attended.

The following officers for the coming year were elected: President, E. B. Tainter, of Chapin; vice-presidents, E. M. Funk, of Hampton; Howard S. Baker, of Sioux City; C. P. Kinyon, of Des Moines; treasurer, J. B. Webb, of De Witt; secretary, Fletcher Howard, of Des Moines; local secretary, Ben J. Kloster, of Sioux City.

It was decided to hold the next convention at Sioux City.

Delaware's Withdrawal from the N. A. R. D.

In reference to the report of the annual meeting of the Delaware State Pharmaceutical Society in the *AMERICAN DRUGGIST* for June 24, 1901, page 376, in which mention was made of the withdrawal of the society from membership in the N. A. R. D., we have received the following communication:

To the Editor:

Sir,—Many of the members of this association noticed in one of your recent issues the statement that the Delaware Pharmaceutical Society had withdrawn its support from the National Association of Retail Druggists and deplored the occurrence as being a weakening of the N. A. R. D.'s interests in this State, and to correct the false impression there suggested would say that most all of the members of the State society are also members of the Wilmington Association, and as the city association is a contributor to the N. A. R. D., the individual members of each association paying only once to the national body for their membership, it was found hard to interest those in the State outside of Wilmington in the workings of that body, for the reason of there being little or no cutting in the rural districts. They did not feel the need of

the N. A. R. D.'s assistance in their localities, so it was thought better for the State association to drop out and the city association to take its place, being practically a transfer of interests only.

With the assistance and encouragement of the N. A. R. D., and by quiet and persistent work, the city association is making considerable headway in correcting those evils in the drug trade so prevalent all over the country, and we feel the expense attached to the membership of the N. A. R. D. is money well expended. Very respectfully,

WILLIAM POOLE,

Treasurer Wilmington Retail Druggists' Association.
Wilmington, Del., July 26, 1901.

GREATER NEW YORK.

There are 18 names on the waiting list of the Drug Trade Club.

The fall term of the New York College of Pharmacy begins on September 30.

J. L. Riker, wife and daughter, sailed for Europe on July 24 on the "Oceanic."

Horace Gray Shaw, of McKesson & Robbins, is spending his vacation in Rhode Island.

The offices of the Eisner & Mendelsohn Co. have moved to the Lehn & Fink Building, 120 William street.

Northan Warren, formerly of Parke, Davis & Co.'s New York office, has gone to the Detroit general office.

Francis E. Dodge, of Dodge & Olcott, sailed for Europe on the "Teutonic" on July 31. He will be absent from these shores about eight weeks.

Charles O. Weisz, of McKesson & Robbins, has returned from his vacation, which included a trip to Buffalo and the Pan-American Exposition.

G. W. Meredith, head of the well-known house of G. W. Meredith & Co., East Liverpool, Ohio, sailed for Europe on the "Teutonic" on July 31.

The German Apothecaries' Society held its annual outing at Jamaica, L. I., on August 1. An enjoyable time was had and the day was a perfect one.

The Miner Drug Co. has been incorporated with a capital of \$13,000. The directors are Charles Korber, G. W. Hackenberger and W. H. Bixler, of this city.

Fire caused by the explosion of chemicals in the drug store of Morris Brooklin, No. 72 Delancey street, on July 29 caused a damage of \$400 to the stock and store.

A recent signer of the register at the Drug Trade Club was John Queeney, of the Meyer Bros. Drug Co., St. Louis. He was the guest of Mr. Anderson, of Charles Pfizer & Co.

Samuel M. Moneypenny, of the Schoellkopf, Hartford & Hanna Co. staff, left on Thursday, August 1, for his two weeks' vacation, to be spent at White Lake, near Liberty, N. Y.

After a two weeks' visit up in Vermont, H. T. Jarrett, of the New York office of the Mallinckrodt Chemical Works, has returned to the city, apparently much benefited by the trip.

Arnold J. Mackay, representing the Arlington Chemical Co. in the State of New Jersey, has just returned from his trip, and, after a short vacation, will resume his work again.

Recent visitors to the city included Ernest Kimmerich, Detroit; W. L. Mix, New Haven, Conn.; J. Bartlett, of the Eastern Drug Co., Boston; Nathan J. Gillespie, of Columbia Drug Store, Savannah.

Dr. Joseph E. Pollard, of Newark, N. J., a graduate of the Columbia College of Physicians and Surgeons of New York and until recently on the staff of St. Michael's Hospital, Newark, has purchased the pharmacy of the late G. M. Swain at Chatham, N. J.

Gilbert T. Reeder, of Reeder Bros., 460 Fourth avenue, who left New York City for Cherbourg by a steamer of the Hamburg-American Line on July 20, arrived safely and is now on his way to Switzerland, where he will spend a brief vacation period, returning home by way of Paris. He is accompanied by Mrs. Reeder and their infant son.

Adam M. Jones, who formerly owned the drug store at Sands and Bridge streets, Brooklyn, and who made the experiment of an all-night establishment for Jack Tar there successful, has again located near the Navy Yard. He has

secured the store at Sands street and Hudson avenue, and appears to be again on the high road to success.

Fred Borggreve, the well known and popular manager of John W. Ferrier's Long Acre Pharmacy, 1491 Broadway, is spending a vacation period at White Lake, Sullivan County, N. Y., and his genial presence is much missed. It was Mr. Borggreve's intention to spend his vacation at Milford, Pa., but a reported outbreak of yellow fever at that place caused him to change his plans.

Druggist E. J. Horton, of Peekskill, N. Y., has opened a branch pharmacy at 359 South street in that town. The store is fitted up in first-class style, the fixtures being trimmed with silver and gold paint. It has been named the Twentieth Century Pharmacy. M. W. Johnston, Ph.G., formerly of Mount Vernon, is in charge. Mr. Horton is president of the Westchester County Pharmaceutical Association.

A recent addition to the colony of summer visitors at Manhattan Beach, Coney Island, consists of Colonel Samuel J. Tilden, T. B. Glazebrook and J. H. Cox, of the Tilden Co., New Lebanon, N. Y., who are registered at the Manhattan Beach Hotel. But for the presence of the sedate Mr. Glazebrook the party would, on several occasions, it is stated, be mistaken for country clergymen out on a Sunday school picnic.

It is probably not true that the bass and salmon trout in the beautiful Rangeley Lakes in Maine are keeping well down to the bottom out of the way because G. J. Seabury is now fishing in those waters. His success in piscatorial sport proves Mr. Seabury to be quite as popular with the funny tribes as he is with those who are in the swim on shore. In case the ordinary temptations fail "G. J." has only to bait his hook with one of his own shouting laughs to get a rise out of every fish in the lakes that knows when it is in good company.

S. H. Carragan, G. S. Marlager and W. J. Carr, of Parke, Davis & Co., spent a vacation period of a week or more on a Canadian fishing trip, and have returned with some interesting stories of big catches. But the swopping of yarns has been materially interfered with. With a refinement of cruelty hardly conceivable in this age of enlightenment and, it is hinted by some evil-minded persons, born of jealousy, the otherwise genial Col. E. W. Fitch, general manager of Parke, Davis & Co.'s Eastern office, has caused to have posted up in a prominent place near his office a notice which reads: "No fish stories!"

The Retail Drug Clerks' Association has issued the following address to the public: "The committee appointed by the Retail Drug Clerks' Association to devise plans for shortening hours held a meeting on Tuesday night and adopted a card to be placed in various localities reading as follows: 'Help the drug clerk. Purchase your drugs before 10 p. m.; 8 to 10 hours is the ordinary day's work. Why not be reasonable with the men who have the lives of the community in their hands? Give them shorter hours.' All affiliated unions have been asked not to patronize drug stores after 9 p. m. It is the intention of the drug clerks to close all stores at 10 o'clock, if possible.

Since the death last May of Dr. Charles Rice, chemist and superintendent of the general drug department of Bellevue Hospital, two of those who had worked under him for years have followed him to the grave and a third has become almost helpless. The first of the men to die was William Tucker, who had been on Dr. Rice's staff for fifteen years. He died on July 14. On July 18 J. Stanley Page, who had been connected with the department over which Dr. Rice ruled, was found dead in his bed. The next member of Dr. Rice's staff to meet with misfortune was Thomas McElroy. He is eighty-seven years old, and for fifty-five years of that time he has been an attache of that institution. He is helpless and his name has been taken from the payroll.

A petition in bankruptcy was filed in the United States District Court on July 30 by William H. Harrison, a druggist, at No. 60 Pearl street, showing liabilities of \$6,919.03, and assets, consisting of debts due on open accounts, \$624.61; trade-marks and patents, \$250, and stock in trade \$25. The principal creditors and their claims are: William R. Warner & Co., Philadelphia, \$1,067.97; Farbenfabriken of Elberfeld Co., this city, \$568.45; Schleffelin & Co., \$176.76; Munyon Homeopathic Remedy Co., Philadelphia, \$199.58; Woods & Sons, \$200; Carter Medicine Co., \$102.60; Etna Chemical Co., \$152.60; John I. Brown & Son, Boston, \$283.50; Bovinine Co., \$246.98; John F. Thompson & Co., Troy, N. Y., \$108; Pond's Extract Co., \$210; McArthur Hippophosphate Co., Ansonia, Conn., \$96; Reinschild Chemical Co., city, \$66.43; Kress & Owen Co., city, \$100; Anglo-American Drug Co., \$141; Smith, Kline & French Co., Philadelphia, \$42.50; Weber Medical Tea Co., Brooklyn, \$42.50; Radway & Co., \$355.14; Potter Drug & Chemical Co., Boston, \$866.68; Mariani & Co., \$85.41, and Henry Klein & Co., \$69.12.

After several months of travel through Europe, covering some 14,000 miles, L. L. Pope, of the Lawrence-Williams Co., Cleveland, O., arrived at New York recently on the Etruria. Both Mr. Pope and his wife, who accompanied him, were especially delighted with the Italian lakes and with Venice, which they saw at the most favorable season in the early summer. They sailed direct from New York for Naples on the Hohenzollern in the early spring, and made their way gradually northward with the summer weather. At Paris they were most delightfully entertained by Mme. Gombault, the widow of the originator of Gombault's Caustic Balsam, and who still continues at Lognet, a suburb of Paris, the business founded by her husband. In view of the fact that Mme. Gombault speaks no English Mr. Pope was forced to fall back upon his newly acquired French, upon his rapid acquirement of which he is the recipient of many compliments from his friends. In fact, he now speaks English with a slight French accent.

WESTERN NEW YORK.

Business Brisk Locally—The Western Branch of the State Board Keep Busy—A Prosperous Co-operative Concern Declares a Dividend.

(From our Regular Correspondent.)

Buffalo, August 7.—The good times which the Buffalo druggists have been enjoying since the opening of the Pan-American Exposition continue and there are few new establishments to divide the trade up with the older ones. It was expected, especially when the New York Central Railroad failed to establish a special exposition station down town, that there would be comparatively few visitors down town, which is four miles from the exposition, but somehow the business section has a great attraction for them and the streets are thronged all day. Of course, all tradesmen are reaping the benefit and the druggists with the rest. Nobody complains and the rule is quite the opposite. Business is good all along the line.

AS TO THE CUT-RATE STORE

and the smaller concerns that are disposed to do the same as often as they can get a chance, there is no complaint. Of course some business is done in this way and there will always be some, but the amount seems to be even less than it was expected when the solid organization of the Buffalo druggists was perfected. This is also a great help to the trade and it ought to hold right along.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

has not been able to have much of a vacation this summer, for no sooner were the examinations closed in June for three months than the board took up cases of flagrant violations of the law in the district. Several meetings have been held, and on August the store certificates of Webber & Garland, of Middleport, and Mrs. E. A. Jones, of Wilson, both in Niagara County, were annulled. It was found by the board that in one case the certificate had been obtained on the license of an old man living in Medina, who was too ill to do any work and who had been to the store but once in his life, when he stayed two hours and was paid \$2 for the visit. In the other case the certificate was obtained on the declaration under oath that there was a licensed druggist employed in the store and that the license was posted in a conspicuous place in the store. It turned out that the person referred to, though a graduate of the Buffalo College of Pharmacy, had never had a license.

There are a number of other cases of as flagrant violation of the law as these, which will be taken up at the next meeting.

The board will also take up a list of about 20 applications for permits to conduct drug stores under the Costello amendment. The board is not greatly in favor of this measure, and will not give any more latitude to these permits than is apparently necessary.

The next examination will take place on September 18. There are already about 15 applications in.

A RAPIDLY GROWING BUSINESS.

O'Rourke & Hurley are at it again. Not content with the finest store in the Mohawk Valley, they say they will have the finest store in the State. They are adding a steel ceiling of most unique appearance, and new quartered oak fixtures of special design by the Rochester Show Case Works. In the rear of the store is an annex 24 x 30 feet, five stories high, with every facility for their jobbing business and stock. The new addition is equipped with telephones on every floor, dumb waiters, etc. A part of the second floor will be devoted to the private office, laboratory and library of Mr. Hurley.

MASSACHUSETTS.

Governor Whitmarsh Exonerated—Drug Clerks' Union to Have a Field Day—A Liquor License Muddle in Salem.

(From our Regular Correspondent.)

Boston, August 8.—News reached here from Manila, July 22, that the civil commission had exonerated H. Phelps Whitmarsh, Governor of Benguet, of the charges against him. The result, though anticipated, was received with much pleasure by Mr. Whitmarsh's numerous friends. Mrs. Whitmarsh, wife of the Governor, resides in Malden, and was made very happy by the cablegram conveying the good news. Many of the family friends called during the day to tender congratulations.

DRUG CLERKS' UNION TO HAVE AN OUTING.

The first annual field day and picnic of the Drug Clerks' Union will be held at Oak Island Grove, Revere, on August 14. The entertainment will consist of sports and a vaudeville show. There will be \$200 in prizes for those participating in the sports, and entries are being made to Charles E. Rolland, treasurer, 177 Harrison avenue. This is a hustling organization and its promoters have adopted up-to-date methods to bring it into prominence.

A LIQUOR LICENSE MUDDLE IN SALEM.

Salemmites are much agitated over the sixth-class license question. At the last election "no license" prevailed, but despite this fact and in the face of the opinion of the commission to codify the laws that every licensed druggist in a no license city is violating the law at each sale, the aldermen voted to grant over a dozen licenses. But these permits are of no value without the Mayor's signature, and the latter has asked the opinion of the City Solicitor as to his being obliged to sign the licenses. There has been some talk of asking the courts to issue a mandamus commanding the Mayor to sign. The courts have decided the legal question involved, in the case of the city of Gloucester, that the Mayor must sign the licenses if the Aldermen grant them legally. Of course, the point with the Mayor of Salem is that the granting was illegal.

HUB NOTES

Charles C. Goodwin, of the Eastern Drug Co., recently returned from an outing at Manomet.

Julian W. Baird, M.D., dean of the M. C. P., is enjoying his annual outing at his old home, Jackson, Mich.

The store of Lewis & Co., 130 Portland street, was broken into on the night of July 28, and cigars valued at \$84 stolen. The burglar was arrested.

Messrs. Wilson, Hunneman and McHugh, of the office force of the American Soda Fountain Co., recently returned from their vacation in good trim for an active season's work.

A can containing a bedbug preparation exploded in the window of the Maverick Drug Co. one evening recently and caused a lively blaze. Damage to store and stock, \$1,000.

M. T. Lyons, head prescription clerk for the T. Metcalf Co., 39 Tremont street, sailed for Liverpool on the last trip of the "Commonwealth." He will be gone until the middle of September.

Charles M. Wilkinson, for many years in the drug business, died July 27 at his home, 10 Carlisle street. He was a native of Bath, Me., where he was born 79 years ago. The remains were taken to Gloucester for burial.

MASSACHUSETTS JOTTINGS.

E. J. Kimpton has opened a store in Malden.

A. J. Barker's store, Taunton, was the scene of a recent fire.

The Mayor of Taunton recently removed the license commissioners for having granted a "druggist" a second, a fifth and a sixth class license, when a druggist is entitled by law to only one license, and that of the sixth class. The commissioners declared the removal illegal and took the matter to court. A decision has just been rendered affirming the Mayor's order.

NEW ENGLAND ITEMS.

Harry Chisholm, of Nashua, N. H., is missing. On July 25 he hired a canoe and went up Nashua River. Later the canoe was found half full of water and Chisholm's hat floating on the water. He bought a cap on the morning of his departure, and it is thought that he may have set the canoe adrift, thrown the hat on the river and left this part of the country. The river is being dragged, but so far no body has been found. Chisholm is married.

PENNSYLVANIA.

A Druggist's Lot is Not a Happy One in Pennsylvania—The Law and Order League Stirring up the Trade—The Last of Bullock & Crenshaw.

(From our Regular Correspondent.)

Philadelphia, August 7.—The life of a retail druggist is not ideal. If he is not being sued for not living up to some old law which had never before been asserted he is kept in hot water through other sources. The Law and Order Society is now making a crusade through the State to compel fruit stands and other stores to close up on Sunday. This move has antagonized the Italian Fruit Dealers' Association, of Pittsburg. This association has entered suit against seventy-five druggists of the Smoky City, charging them with having sold soda water on Sunday. The fruit dealers allege that soda water is not more necessary than fruit on Sunday, and insist that the police, if they enforce the law, have no right to draw the line.

THE FUTURE OF THE BULLOCK & CRENSHAW BUSINESS.

Geo. D. Feidt & Co., who have purchased the wholesale drug house of Bullock & Crenshaw, are contemplating some elaborate alterations to the premises. The building will be thoroughly remodeled inside and out. It has definitely been decided to abolish the retail drug department, and confine the business to selling scientific instruments and chemical apparatus in addition to the firm's regular occupation of manufacturing pill and powder boxes, acting as local agents for various pharmaceutical houses, &c. This young but energetic firm now represent in this city the concerns of Sharp & Dohme, Graham Bros., Smith & Painter, J. Elwood Lee & Co. and one or two others.

With the sale of the business of Bullock & Crenshaw one of the oldest wholesale drug houses in this country passes out of existence. This house was well known all over the country and abroad, and at one time was the leading drug house in this city.

MULFORD TO BUILD.

The H. K. Mulford Company will erect at Thirteenth and Waverly streets a modern ten-story building. The ground on which the new structure will stand has been recently bought from Thomas Mudge. Plans for the building have been prepared by William Balderson and the contract for its erection has been awarded to William Rea & Sons.

OHIO.

A Successful Meeting at Dayton—Delegates from All Parts of the State—Dayton Druggists Prove Delightful Hosts.

(From our Regular Correspondent.)

Cincinnati, Ohio, August 5.—The recent meeting of the Ohio State Pharmaceutical Association at Dayton on July 16, 17 and 18 was one of the most pleasant and profitable in the history of the time honored organization. The Gem City was thronged with delegates from all portions of the Buckeye State and the social feature was not overlooked. A spirit of good fellowship prevailed and many matters of moment to the craft were discussed. New headquarters were established at the Algonquin Hotel, corner of Third and Ludlow Streets, and the management of the famous hostelry fairly outdid themselves in order to make the visiting pharmacists feel at home. Col. J. G. Spengler, Secretary of the Dayton Druggists' Association, and others, left nothing undone to make their brethren from various portions of the State go home shouting the praises of Dayton and her citizens. The Mayor turned the key of the city over to the delegates and most of the pharmacists had their stores prettily decorated in honor of the gathering. Many druggists took their wives and daughters with them and visited the Soldiers' Home and various other places about the Montgomery County metropolis that always interest the visitor and sightseer. The arrangements at the hotel were superb and no night sessions were indulged in. Railroads gave special rates and few indeed who attended the gathering had any cause for complaint. The people of Dayton have long borne a reputation for hospitality, but on this occasion the citizens seemed to vie with one another to see who could do the most to make the convocation a most memorable one. Many interesting papers were read and several displays were to be seen that caused much favorable comment. In fact, the meeting was what might be termed a huge success and productive of much good.

ILLINOIS.

Penny-in-the-Slot Directories Not to Be Abandoned—Will Have the Official Endorsement of the Local Association—Preparing for the St. Louis Meeting.

(From our Regular Correspondent.)

Chicago, August 6.—The penny-in-the-slot directory has, after all, won a victory. Announcements that appeared to be official have been made to the effect that the device had proved a failure and would be given up. Officials of the company were quoted in the daily papers as having made such announcements and no denial was made. It appears that all these announcements have been in error, for now Manager Smith, of the Directory Company, says the use of the apparatus is to be continued. He now disclaims all the assertions credited to him. To a representative of the AMERICAN DRUGGIST Mr. Smith said:

MANY DRUGGISTS PLEASED WITH THE MACHINES.

"In spite of all announcements to the contrary, we will continue to put out the penny-in-the-slot apparatus the same as last year, with certain limitations. If the druggists want the machines they shall have them, and almost all the druggists do want them. We are merely trying to find out what the druggists want. We will put in the new machines as fast as we can get them. There are now about two hundred and fifty in use, and we are getting more as fast as the company that makes them can turn them out. We are well pleased with the present apparatus and will continue to use it. The year is not quite up, so it is not possible to say, as yet, whether the venture will prove an entire financial success. A number of the machines have taken in large amounts, two or three times what the directory would have cost, sometimes. All we ask is that the machines in all sections of the city show a fair average percentage of profit. Of course, we are not going to put in the directory and stand where no one would use it. But the majority of druggists will have no difficulty getting one. We gain because a new directory is used each year. What appeals to the druggist is the fact that he does not have to pay out \$7.50 for the book. Besides that, he may receive an income from it. Then, too, the directory cannot be stolen and is always in better condition than the book that has been knocking about a counter. Druggists, as a rule, are pleased with it, but some few stores have not accepted the plan. No official action in favor of the penny-in-the-slot apparatus has been taken. The last thing the Chicago Retail Druggists' Association did was about a year ago, when the members started out to fight the plan, tooth and nail. They even talked of boycotting us, but they have cooled down some, apparently."

Thomas V. Wooten says the officials of the Chicago Retail Druggists' Association are recommending the penny-in-the-slot machine to the members and that official action will probably be taken by the association at its next meeting.

A GREAT SCARCITY OF CLERKS.

Prosperity has stolen in on us unawares, according to members of the Drug Clerks' Association. The gauge by which the prosperity of the druggists at large is measured is the demand for clerks. Not for years has the number of inquiries for skilled men been so large or the available supply so small. At the clerks' headquarters it is asserted that every available man is working and, more than that, men from out of town have been called in to fill vacancies. A glance at the want ad. columns of the daily papers bears out this assertion, for there are many inquiries for men and no offerings. This state of affairs has had considerable influence on salaries, which are said to be about 30 per cent. larger than they were a few months ago. Not many months ago there were always a number of men sitting about at the clerks' main office, but now there are few to be seen there but the officials and every one has given prosperity the "glad hand."

ANOTHER TELEPHONE WAR THREATENED.

A fight for cheaper telephone rates is on between the Illinois Manufacturers' Association and the Chicago Telephone Company. Levy Mayer, the noted corporation lawyer, has been instructed to begin suit for the purpose of getting cheaper rates for the members of the association. It is hard to see how the fight can affect the druggists one way or the other, for almost all have the dime-in-the-slot devices and so do not care what the company charges for regular service. The company threatens, however, if compelled to charge less, to return to the primitive apparatus that was in vogue at the time the charter fixing the rates to be charged was granted. Some of

the big companies, it is said, pay several thousand dollars a year to the telephone companies.

CHICAGO NEWS NOTES.

L. K. Waldron, the Briggs House druggist, is in Michigan on a vacation trip.

Thos. P. Cook, of the New York Quinine & Chemical Works, made a flying visit to this city recently.

The store of W. F. Waldron at Forty-sixth street and Cottage Grove avenue has been closed on a chattel mortgage.

William Remus, of William Remus & Co., South Haven, Mich., was one of the recent visitors at Chicago wholesale houses.

A new department store that will keep open all night is planned. It is said that the concern's backers have an option on three sites on State street. One of the departments will be a drug store.

So many cocaine and opium "fiends" are being received at the County Jail that Jailer Whitman is experimenting with a cure, the details of which he does not make public. It is said that a number of prisoners have been freed from their dangerous habits.

The directors of the Drug Trade Club met recently and discussed plans for their new quarters over the Bismarck restaurant. Work in the club's rooms is going on nicely and it is expected that everything will be in readiness for the opening September 1.

Employees of the L. A. Becker Company, soda fountain manufacturers, had a jolly time July 21. Together with their wives, sweethearts, friends and families, all hands went to Harm's Grove, Western and Berteau avenues, where they picnicked. There was music, dancing, games and bowling for prizes.

A sale of odds and ends on which duty had not been paid was held by the Collector of the Port of Chicago recently and there were some curious bargains picked up. A case of liquorice was purchased by one druggist for \$1.20, another got a case of patent medicines for \$1.25, and a third got a case of stomach tablets for \$1.

Manager Beardsley, of the Miles Medical Company, Elkhart, Ind., is in the city buying. Among wholesalers it is said that the enterprising firm to which Mr. Beardsley belongs is doing a lively business and has found it necessary to spread out as a result. An attractive calendar is one of the advertising features that the concern will send out to druggists later.

A young man walked into a north side drug store recently and asked if he could leave a wallet there for a little while. After he had left it the druggist called upon the police and told them of the stranger's visit. The young man was arrested when he returned and it was found that the wallet, containing \$50, had been stolen from S. M. Wile, 307 North Balmoral avenue. The prisoner said his name was Percy James.

Because he could not make more than \$1 a day J. Frank Tustin, 24 years old, who was employed by the Humiston & Keeling Drug Company, killed himself July 30 at the Great Northern Hotel. He left a note for his mother and sister which explained his trouble. Tustin had studied pharmacy and took a poison that left no trace that his death had been other than natural. He was of good family and evidently expected he could spare his relatives the disgrace connected with his death. If he had mailed the notes he might have succeeded, but as he left them on a table the police opened them, as they always do in such cases, and made the contents public at once.

NORTHWEST NOTES.

D. Dunn has sold out to J. F. Shepard at El Paso, Ill.

Emil Maurer, of Arcadia, Wis., has sold out to L. E. Dannser.

Haering & Giese have purchased E. R. Gaffron's store at Bloomington, Ill.

At Ledyard, Iowa, A. E. Graves & Co. have been succeeded by O. L. Graves.

E. L. McCullough, of Wykoff, Neb., has filed a petition in bankruptcy.

J. H. Harrison has moved his store from Cripple Creek, Col., to Colorado Springs.

George Keenhold's store at Des Moines, Iowa, has been slightly damaged by fire. The loss is \$100.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, August 10, 1901.

THE usual mid-summer dullness prevails, and current buying is confined principally to the needs of the moment. The market is, however, characterized by a steady undertone, and the demand during the period under review has been fairly up to the average of the corresponding period of previous years. It is generally understood that stocks in the hands of interior merchants are light, and while the consumption in the last few months has been regular and steady, there has been an absence of any special activity or of a demand that might be termed speculative, and this taken with other indications leads many in the trade to believe that the fall demand will set in this year earlier than usual. The general tone is optimistic, and we hear of few complaints regarding the condition of trade, though collections are referred to as a trifle backward in some instances, a somewhat unusual complaint at this season. The principal changes of the period under review include an advance in alcohol, attributed to the reported failure of the corn crop. Quinine has again receded in value as was confidently expected in view of the depreciation in price of bark. Camphor has weakened in the face of disturbed conditions abroad, and local manufacturers announce a decline of 1c. Other price fluctuations noted since our last, including those mentioned, are:

HIGHER.

Alcohol.
Ether,
Thymol,
Menthol,
Oil peppermint,
Golden seal root,
Senega root, Western,
Serpentaria root,
Culver's root,
Saffron, Valencia,
Balsam fir, Canada,
Balsam Peru,
Chrysophanic acid,
Blue vitriol,
Glauber salt,
Oil of bay,

LOWER.

Camphor,
Quinine,
Silver nitrate,
Ipecac root, Rio,
Oil anise,
Oil cloves,
Oil caraway,
Colchicum seed,
Buchu leaves, short,
Cantharides,
Ergot,
Tragacanth, Aleppo,
Cubeb berries,
Gallic acid,
Pyrogallie acid,
Quince seed,
Balsam copaliba,
Red rose leaves,
Spermaceti.

DRUGS.

Alcohol was advanced in price by the leading distributors shortly after the publication of our last issue, the appreciation being due to the higher price of corn. However, the advance took nobody unawares, as it had been expected for several weeks previous. The revised range is \$2.49 to \$2.51, and the business passing is of about the usual volume for this season of the year. Wood is unchanged at 60c for 95 per cent.

Arnica flowers are stiffening in value in the primary markets, and though prices are as yet unaffected here, owing to slackened demand, holders continue firm in their views at the quoted range of 9½c to 11c.

Balsams.—Capaliba is in slightly lessened demand, and the inside price is lower for Central American, jobbing sales being reported at 38c to 38c. Para is held and selling at 48c to 50c. Tolu continues dull, with quotations unchanged at 27c to 29c. Peru is seasonably active in a jobbing way, and sales are mak-

ing at the range of \$1.35 to \$1.40. Fir, Canada, is easier, and recent sales have been at \$2.80 to \$2.85, while Oregon is held and selling at 62½c to 65c.

Barks of the various kinds are without special feature of interest. The demand is rather light at the moment, as buyers find nothing in the situation to induce them to anticipate requirements. Prices generally are quatably unchanged.

Bay rum reflects the influence of the introduction of the duty free Porto Rican article, and quotations are lower, at \$1.20 to \$1.25.

Buchu leaves, short, are irregular and unsettled. Crop reports continue unfavorable, and while prices have dropped to 27c to 30c, as to quality and quantity, no important interest is extended to the article, and some holders have withdrawn from the market.

Cacao butter is a shade lower, in consequence of the decline at the Amsterdam auction sale on the 7th inst., and bulk is now offered at 37c to 37½c and cakes at 42c to 43c.

Caffeine is lower in the London market, but values here are unchanged, though the demand is light.

Calendula flowers have weakened in the face of recent crop reports, which are favorable to a good harvest, and spot quotations have eased off to 48c to 52c.

Cubeb berries are offering more freely, and the tendency of the market is lower, with dealers now quoting 13c to 14c for whole and 16c to 19c for powdered, as to quality and quantity.

Cuttlefish bone is selling in a limited way only, at the old range of 20c to 21c for prime Trieste, 75c to 80c for Jeweler's large and 40c to 42c for small.

Damiana leaves are likely to rule higher, owing to scarcity, but there is no demand of importance at the moment, and while the market has a steady undertone, 8½c to 9c remains the quoted range.

Dog grass is in better supply and offered more freely at a decline to 5½c to 5¾c, but no large sales are reported.

Ergot is weak and unsettled, owing to reports of a prospective decline on new crop, and quotations are lower, some holders naming down to 44c for goods not strictly prime, though 46c to 50c is generally named for German. Spanish is held and selling at 54c to 56c.

Ethereal preparations are higher, owing to the increased cost of alcohol, all varieties being marked up 1c per lb. Spirits nitre, U. S. P., now quoted 44½c to 45c, as to quantity. Sulphuric ether prices have been revised to 67c to 69c for washed and U. S. P., respectively.

Formaldehyde has continued in good demand and the market is steady in tone, with 15½c to 17c quoted for bulk, as to test and quantity, less the usual rebate of ¼c per lb. for lots of 5 carboys or over.

Menthol is tending upward, and recent advices from primary markets report an advance equal to the present spot quotation of \$3.90. Supplies are somewhat limited and values are firmly maintained, though the demand at the moment is not urgent.

Nux vomica is hardening in value, owing to reports of crop damage. Sales are, however, making at the previous range of 2¼c to 2½c.

Opium continues to lose strength and our quotations show a further slight decline. Holders are more disposed to sell, but the movement of stock is light, the demand being disappointingly slow. While single cases are nominally held at \$3.20 to \$3.22½, there are few purchasers at this quotation, and it is intimated that sales are being made in some instances at about \$3.15. Quotations for broken lots have receded to \$3.22½ to \$3.25 without stimulating demand, and powdered is finding a fair jobbing inquiry at the range of \$4.20 to \$4.30, as to test and quantity.

Quinine has developed a weaker tendency during the interval and has sold rather indifferently. The expected decline in the price of domestic was announced on the 1st inst., values dropping 2c. This reduction was promptly met by the

agents of the German manufacturers, and, while bulk domestic is uniformly quoted 32c, the quoted range for German from second hands is 30c to 31c and for Java 28c to 29c.

Thymol is in firmer position owing to higher cables from abroad, and the inside spot quotation has been advanced to \$3.25.

CHEMICALS.

Acetate of lime is finding a moderate consuming outlet at unchanged prices, or, say, \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Arsenic, white, shows no change and the business passing is of a purely routine character at our quotations.

Benzole acid is without new feature of interest. The demand is confined to retail lots only, for which 12½c to 13c per oz. is paid for natural and 40c to 42c per lb. for synthetic.

Blue vitriol is fractionally higher, recent sales being at 4½c to 5c, as to quality and quantity.

Boric acid continues in moderate jobbing demand, with the sales at 10½c to 11½c for crystals and 11½c to 11¾c for powdered.

Carbolic acid is meeting with fair seasonable demand, and values are well sustained on the basis of 23c to 24c for prime crystals in bulk and 28c to 29c in lb. bottles.

Citric acid is yet held at 37c to 37½c for domestic and 38c to 38½ for Sicilian.

Cream tartar remains quiet at unchanged prices, manufacturers uniformly quoting 20c, without regard to quantity.

Nitrate of silver is lower, manufacturers now accepting orders at 39½c to 41c, as to quantity. The decline is due to the depreciation in value of bullion.

Oxalic acid is jobbing slowly at 5½c to 6c, as to quantity.

Pyrogallie acid is in fair demand and the inside quotation is a shade lower, \$1.80 to \$1.90 being now named.

Tartaric acid continues in good seasonable demand and manufacturers' prices are well sustained at the range of 29c to 29½, as to quantity.

ESSENTIAL OILS.

Anise continues to reflect the influence of competition among holders and values are easier at the range of \$1.25 to \$1.27½.

Bergamot of the best brands continues to realize \$2 to \$2.25, as to holder and quantity.

Caraway is a trifle weaker, supplies being offered at \$1 to \$1.20, as to quality and quantity.

Cedar leaf has fallen off a trifle, 55c. now being named as acceptable by some holders, though 65c to 70c remains the more popular quotation.

Citronella is firmer, though quotably unchanged, the sales being at 19c to 20c in drum and 21c to 22c in cans.

Clove is easier, in sympathy with the spice, and prices have declined to 55c to 57½c, as to quality and quantity.

Pennyroyal has been in good demand, with the sales at \$1.30 to \$1.35.

Peppermint has attracted considerable attention during the interval and values are steadily tending upward, the range for Western and State oil in bulk being now \$1.40 to \$1.45, respectively. H. G. H. is quoted steadily at \$1.65, but offerings are made with reserve.

Sassafras, owing to scarcity, is held higher, it being doubtful if any stock could be obtained under 40c, while 43c is generally named for both natural and saffrol. Artificial is stiffening in value, and while 30c to 34c will yet buy, prices are likely to go higher.

Spearmint is developing a firmer tendency, in sympathy with peppermint, and while 90c will yet buy, \$1 is generally named.

Wintergreen is characterized by increased firmness owing to scarcity, and holders ask \$1.35 to \$1.45.

Wormwood has advanced to \$5.25 to \$5.75 as a result of extreme scarcity.

GUMS.

Aloes of all kinds remain quiet at unchanged prices.

Arabic continues in moderate jobbing demand, with values well sustained at the range of 40c to 50c for first picked, 25c to 32c for second, and 13c to 15c for sorts.

Benzoin, Sumatra, is held with increased firmness in view of some scarcity of lower grades. The range as to quantity is quoted at 27c to 35c.

Camphor has been reduced 1c per lb. by domestic refiners, who now quote bulk in bbls. and cases respectively at 58c to 59c. Japanese in ounces is quotably unchanged.

Tragacanth is in better supply and stock offers more freely at the range of 64c to 68c for first Aleppo and 45c to 60c for second.

ROOTS.

Althea, whole, is held at 15c to 18c, and good consuming inquiry is experienced; cut shows no change from 21c to 23c.

Culvers is firmer owing to scarcity, and holders now ask 7½c to 8½c, as to quantity and holder.

Golden seal, fall dug, continues in limited supply, and 60c is now generally asked.

Ipecac has attracted very little attention since our last and holders offer more freely at the revised range of \$2.70 to \$2.90 for Rio, as to quality. Carthagena is firm at our quotations.

Senega has been advanced to the range of 38c to 39c for Western. Southern is held at 40c to 44c.

Serpentaria is in light supply and firmer, with spot quotations now 42c to 44c. It is reported that the yield of crop is below the average.

SEEDS.

Canary is less actively inquired for and values are easier at 2½c to 2¾c for Sicily and 2½c to 2¾c for Smyrna.

Celery is in slightly improved position and quotations are steadily maintained at 6½c to 7½c.

Colchicum is pressing for sale and quotations have dropped to the range of 40c to 45c, as to quantity.

Hemp has receded a notch and Russian now offers at 2¾c to 3c.

Mustard, California yellow, offers more freely in view of more favorable crop reports, and values are easier at 5½c to 5¾c. Bari brown is held at 5c to 5¾c and German 3½c to 4c.

Quince is lower without, however, appreciably stimulating the demand; sales at 36c to 38c.

Something New in Bottled Whiskey.



At the request of hundreds of druggists who are regular purchasers of Meredith's Pure Malt Whiskey, the distillers, G. W. Meredith & Co., of East Liverpool, Ohio, have decided to put up this standard article in pints, two dozen in a case, with the result that there has been a phenomenal demand created. It is claimed for this whiskey that it is the only absolutely pure malt whiskey on the market to-day. It is said to be in greater demand on account of its medicinal properties than as a beverage for the healthy. The medical profession, it is claimed, indorses it as a stimulant and tonic for the sick or convalescent, and it is highly recommended in all cases of bronchial or pulmonary trouble. Every household should have a bottle of Meredith's Pure Malt Whiskey in the medicine chest. The most searching analysis of chemical experts has failed to find the slightest particle of injurious ingredient in its composition. The average housekeeper balks at paying for a quart bottle of whiskey. It looks like such a lot, but she will cheerfully take a pint, and would prefer to have it put up in good style with the label of a well-known distiller on it, as there is a widespread distrust of all whiskey that does not bear the maker's name. For this reason there is no question but that Meredith's new departure will prove a great success. Write the distillers for introductory terms and descriptive advertising matter, mentioning the AMERICAN DRUGGIST.

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and PHARMACEUTICAL RECORD

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THE NEW AND OLD IN MEDICINE.

ONE of the largest and oldest of the Chicago drug stores recently recorded the 1,000,000th prescription put up at its dispensing counter, and a Chicago daily newspaper noted the event by the publication of an article on the changes in the method of prescribing that have taken place within a comparatively few years. Taking up the subject after the classical method a search was made for prescription No. 1, which had been fortunately preserved in the great fire. This prescription was put up in 1847, and the contrast between it and prescription No. 1,000,000 was deemed sharp enough for reproduction, and appropriate comment. That the comment was more fanciful than appropriate was, perhaps, no fault of the enterprising pharmacist. A good newspaper story had to be written, and the reporter's imagination no doubt got the best of him. But, more of this later, prescription No. 1 reads:

Poplar bark, Bayberry bark, American Valerian, Scullcap and Cranesbill and Cinnamon of each 1 oz.; Golden Seal, Prickly Ash berries of each ½ oz. Boil in 3 pints water, slowly evaporating to 1 pint and a half. When cold add ½ pint of No. 6 made as follows: Myrrh, ½ oz.; capsicum, 1 dr.; best 4th proof brandy ½ pint, in which dissolve by gentle heat crushed sugar 1½ pounds avoirdupois. Strain and add spirits Camphor and Peppermint essence of each quantity sufficient (to flavor). D. S.—Tablespoonful every hour until relieved.

The 1,000,000th reads:

Ungt. Hydrarg. Lanolini 2; D. T. D. VIII. in capsuli flex. D. S.—Use one by inunction twice daily, as directed.

We are told that the first prescription was put up at a time when cholera scares were frequent, while No. 1,000,000 will be recognized as a modern idea in the mercurial treatment of syphilis. In pointing the contrast between the two prescriptions the newspaper man unintentionally furnished amusing reading to pharmaceutical readers, delivering himself as he did of the following sapient utterance:

The fact that this medicine was put up in flexible capsules, was tasteless, easy to swallow, and capable of dissolving easily and quickly in the stomach could not have been dreamed of at the time prescription No. 1 was written. That so few concentrated drugs would be embodied into a prescription, too, would not have been in keeping with the spirit of allopathy in the days when Dr. Major evolved his cholera syrup.

Some interesting work in contrasting the conditions of pharmaceutical dispensing in the early days of the past century with those that prevailed in the period distinguished as *fin de siècle* has been done by the Committee on Practical Pharmacy and Dispensing of the American Pharmaceutical Association, but concrete examples such as those quoted above have not been given, and an inter-

esting exhibit might be presented, we think, if Mr. Hynson would bring together some early examples of polypharmaceutical mixtures and contrast them with the monopharmacy practice of the present day. Such an exhibit would possess more than a passing interest for the pharmacist; it would have some value for the pharmaceutical historian.

THE SEASON OF MEETINGS.

THE season of pharmaceutical meetings is fairly upon us. A majority of the State organizations throughout the country have held their annual meetings and their deliberations are now part of the history of the trade, perpetuated both in the news columns of the drug journals and in the published proceedings of the various associations. The national associations have yet to meet, but the month of October will see the last gathering of this kind for the present year.

The American Pharmaceutical Association will celebrate its forty-ninth annual convention at St. Louis in the third week of September, and not for a long time in its history has so much interest been taken in an approaching meeting. This revival of interest is attributed to several causes. For one thing there is evident on many sides a tendency to reaction from the extreme of commercialism, which has distinguished organization work during the last few years, and the members of the association seem determined to direct the attention of the craft more to professional matters without, however, at the same time sacrificing too much to the interest of science.

Among the attractions of the forthcoming meeting will be an exhibit of pharmaceutical apparatus, products, etc., under the direction of such men as Prof. Joseph P. Remington, of Philadelphia; Thomas P. Cook, of New York, and Henry M. Whelpley and Thomas Layton, of St. Louis. The leading manufacturers of drugs, chemicals, pharmaceutical preparations and druggists' sundries throughout the country have signified their intention of exhibiting, and this feature of the meeting seems to be an assured success. There will be the usual number of papers on practical pharmacy, and the new Committee on Practical Pharmacy and Dispensing is expected to furnish a report of unusual value and interest; while pharmacists who find their chief pleasure in these meetings in the cultivation of the social side will not be disappointed, for the druggists of St. Louis are putting forth special efforts for the entertainment of visitors.

Closely following on the meeting of the American Pharmaceutical Association comes the annual convention of the National Association of Retail Druggists, which takes place at Buffalo, October 10, 11 and 12. This meeting will, it is believed, be the most important event in the history of the N. A. R. D., as recent developments indicate that independent and decisive action is about to be taken for the maintenance of the principles on which this association was founded.

The National Wholesale Druggists' Association meets

at Old Point Comfort, Va., the week following the N. A. R. D. meeting (October 14-18), and questions of great importance both to the retail and jobbing trade of the country are expected to come up for discussion and possible solution; perhaps the most important of these being the redemption of stamp taxes, though the operation of the tripartite agreement and the attitude of the retail trade toward the sale of proprietaries will doubtless claim an equal share of attention.

THE SYNONYM FOR ZINC OXIDE.

A WRITER in the *Stein-Vogeler Drug Review*, of Cincinnati, joins issue with Prof. H. V. Army in the latter's account of the origin of the synonym *nihilum album* for zinc oxide. Our readers will remember that in the interesting paper on Legends of the Chemicals which Professor Army contributed to the *AMERICAN DRUGGIST* for July 8, the correct origin of this term was traced to the similarity of the sublimed zinc oxide to the white of untrodden snow from which it was called *nix album* (white snow). Through corruption this name became changed to *nichts album*, and later some writer more desirous of pure Latin than of historical accuracy changed the name to *nihilum album*. Professor Army's critic asserts without, however, quoting any authority for the statement that "white nothing" was the original itself, and the matter is mentioned here merely as evidence of the interest that has been taken in Professor Army's story of the oddities of chemical nomenclature.

A Correction.

In the formula of elixir of heroin, which is printed on page 37 of our issue for July 22, the quantity of brandy is incorrectly given as half a drachm, whereas half an ounce, or four drachms, is the correct quantity.

Warm Words of Appreciation.

In remitting for my subscription to the *AMERICAN DRUGGIST* I cannot refrain from speaking a word of encouragement to you in appreciation of the quality and general excellence of the journal. You seem to know what the "business" druggist needs: there is no question but that any live man can get valuable aid from the *AMERICAN DRUGGIST*.

I wish especially to commend the advertising or Business Building Department. I have always been happy in the thought that I knew how to advertise, yet when I read Mr. Manning's articles I feel somewhat like the modern philosopher who got hold of some of Plato's works, and after perusing them, said: "That fellow has got hold of most of my ideas."

I read nearly every word of the *AMERICAN DRUGGIST* as it is issued every two weeks—have done so for several years, and I can say without hesitation that my business and bank account are the better for doing so.

Yours very truly,
JOHN R. THOMPSON, Ph.G.
Allegheny, Pa., August 13, 1901.

Will Continue to Take it as Long as He is in the Drug Business.

Inclosed please find five dollars, which I would be pleased to be credited with on my subscription to the *AMERICAN DRUGGIST*. Thanking you for your courtesy and assuring you that I am much pleased with your paper, and that I will continue to take the same as long as I am in the retail drug business, I remain,

Very truly yours,
W. W. Kendall.

Superior, Neb.

PHARMACY WORK IN HOSPITALS.

BY JOHN J. WARNER,

Assistant Apothecary to the Binghamton State Hospital, Binghamton, N. Y.

The Pharmacy of the Binghamton, N. Y., State Hospital—Arrangement of the Dispensing Room and Laboratory—Character of Medicines Dispensed—Pharmaceutical Work of the Apothecary—Assay and Standardization Methods—Ingenuous Laboratory Devices.

THE hospital pharmacy varies in size in different institutions from a crowded corner to a department of fairly liberal proportions, and in equipment, from the bottles, balances and simple apparatus needed for dispensing only ready-made preparations, to those furnishings which go to make up a fairly complete manufacturing and analytical department as well.

CHARACTER OF THE SUPPLIES.

The stock is, of course, lacking the patent medicines, cigars, toilet articles, and other fancy goods usually found in a retail drug store, but there is added an amount of surgical dressings and appliances, diagnostic apparatus and reagents, and other medical supplies which is, perhaps, larger than that usually carried by the trade. A quite general decrease in both the number and quantity of galenic preparations used has reduced the space necessary for storage very markedly during the last ten years, a decrease which has been only partially compensated for by the thousands of synthetic chemicals which have been offered the medical profession, for despite their various compositions, uniform properties, and handsome appearance, nearly all of these may be thrown into a half dozen physiological groups, in each of which a few compounds combine the desirable qualities of the whole group. Indeed, one may wonder if the number of synthetic remedies in use will not decrease, rather than increase, if the commercial syntheses of compounds with a wider range of therapeutic uses is not soon accomplished. This has been the history of the vast array of vegetable drugs introduced by the eclectic school and others, a few of the more valuable of which alone remain popular with medical men.

Work in the hospital pharmacy has not, however, decreased in most places in proportion to the lessened amount of drugs prescribed, for along with this has come a demand for an increased amount of clinical, microscopical and chemical work and a desire for assayed and standardized preparations, which in many places the apothecary is expected to look after.

THE QUALITY OF HOSPITAL SUPPLIES.

Goods are usually purchased by contract or on quotations from proposals sent out simultaneously to a number

of firms by the hospital. In any case the lowest bidder usually secures the order, and the danger of adulteration, sophistication, or the furnishing of old or low grade drugs, is consequently increased. One of the journals has recently quoted an order from a jobbing house which says: "What we want is quantity, not quality. . . . We want the goods for a hospital." In some cases the estimates for supplies are required from one to two months before the time for purchasing, thus requiring great powers of seeing into the future on the part of the apothecary. The value of the stock on hand usually varies between one and several thousand dollars, being mostly replaced as rapidly as needed, and the total expense of a pharmacy varies mostly between two and twenty thousand dollars per year, depending upon whether the hospital is a small one, and, perhaps, treat-



FIG. 1.—BASEMENT MANUFACTURING DEPARTMENT OF BINGHAMTON HOSPITAL.

ing special classes of patients only, or a large general hospital with an "out-door" department or dispensary as well. The number of synthetic and other proprietary medicines used, as well as the number of galenicals manufactured, also have great influence upon the cost of the department. These manufactured preparations vary in number from such emulsions, syrups, wines and mixtures as are usually not made directly from the crude drugs, to all the extracts, fluid extracts, tinctures, compressed tablets, etc., used in the hospital.

THE MANUFACTURING DEPARTMENT.

The space set apart for manufacturing purposes is usually a somewhat out-of-the-way corner, but where a basement or cellar is available it may usually be converted into the most satisfactory manufacturing department, as the noise, dirt, fumes and bulky apparatus are out of the way of the dispensing department and yet within easy access.

The room should be provided with low ledges of masonry or substantial tables on one side for supporting a tablet machine and large percolators, the smaller ones being best supported in a plank shelf provided with suita-



FIG. 2.—A CORNER OF THE CHEMICAL LABORATORY IN THE BINGHAMTON HOSPITAL

ble sized holes, which also serve for supporting funnels used in filtering operations. On another side may be placed the still for recovering alcohol and the evaporating kettles for making extracts, etc. Other desirable pieces of apparatus are a commodious drying oven for precipitates, tablet triturates, etc., a mixing machine for preparing emulsions of cod liver oil and which may be also used for other purposes, and where the operations are sufficiently extensive, one of the forms of pressure filters. The room should be supplied with sufficient light, water and steam. Where an electric current is available, it, too, may be frequently used to advantage.

INGENIOUS MECHANICAL APPLIANCES.

If the extent of the work done does not warrant the expense necessary for a suitable equipment, a little ingenuity on the part of the apothecary will often result in the extemporization of apparatus, which will serve the purpose perfectly—*e. g.*, a flat ten or twelve inch steam coil about two and one half feet from the floor, and connected with the main and exhaust steam lines by vertical pipes, may replace the expensive jacketed kettles, the vessels containing the liquids to be evaporated being raised up around the coil and supported in this position by a box placed underneath. Where the services of a mechanic are available, as they usually are in a large institution, a very serviceable still for recovering alcohol may also be constructed from a ten or fifteen gallon milk-can by fitting it with a flat steam heating coil and broad gauge faucet for emptying at the bottom, and an exit pipe from the cap which connects, by means of a steam fitter's "pipe union," with a condenser coil, which is made by bending nine or ten feet of half or three-quarter inch pipe spirally around a ten or twelve inch cylinder. This coil is adjusted in an open five-gallon keg, with the lower end protruding through a cork-fitted hole near the bottom. The keg is provided with inlet and exit holes, for the hose carrying the condensing water and the can cover is wound with a single layer of rubber packing and loaded

with a fifteen or twenty pound weight to prevent leakage. If the steam pipe be furnished with a cock and "pipe union" at its junction with the heating coil, the entire still may be disconnected for cleaning or when not in use.

ELECTRIC HEATERS.

As the manufacturing room usually contains quantities of alcohol and other inflammable materials, the leaving of a naked gas or gasoline flame unattended for any considerable time is seldom a safe thing to attempt, and in these cases, where the operation requires too small an amount of heat to warrant the use of a steam coil, one of the various forms of electric heaters will be found very serviceable. These may now be obtained having flat tops for heating flat bottomed vessels or a drying oven, and also in the form of immersion disks or coils for heating liquids in various forms of containers, even the ordinary electric lamp on a portable cord has uses for furnishing a moderate amount of heat for small operations which do not seem to have been appreciated by many pharmacists. The heating power is increased if the lamp be first painted with a paste of iron oxide and soluble glass, which, after drying, serves for converting the light into extra heat. A sixteen candle power lamp (110 volts $\frac{1}{2}$ ampere), if introduced fairly tightly through the bottom of a six-inch tin can lined with asbestos cloth for insulation, and having a hole cut through its cover for the reception of the vessels to be heated, will furnish sufficient heat to raise the temperature of two hundred and fifty cubic centimeters of water at ordinary temperature up to 60 degrees C. in one hour, if placed in a liter flask on top, or to 80 degrees if allowed to rest directly upon the lamp with the neck of the flask protruding through the hole in the can cover.

USEFUL FOR EXTRACTION WITH ETHEREAL SOLVENTS.

All the continuous extraction operations with ligroline, ether, benzene, chloroform, etc., are here per-

formed by using this clean, safe and convenient source of heat, it being also used to evaporate small quantities of liquid at a low temperature, to keep salve mixtures melted, and for heating a small 6 x 8 inch drying oven to 70 or 75 degrees C., the lamp being inside the oven in the last case.

Percolators, holding from five to one hundred pounds of moistened powders for extraction, are best constructed of stone-ware, tinned copper, tin, or galvanized iron, the last being by far the cheapest, but not suitable for all classes of drugs. The larger sizes are provided with flat bottoms and have the outlet cock at the bottom on one side.

OTHER CONVENIENT DEVICES

are a water vacuum pump, which may also be extemporized, and which with a suitable water head will reduce

ly all chemicals are purchased ready-made more economically.

ECONOMY IN HOME MANUFACTURE.

The saving which results from home manufacture varies from ten per cent. of the total annual expense of the pharmacy to an amount equal to or exceeding the entire present cost of that department, depending upon the extent of the manufactures and also upon the number of synthetics and other proprietary medicines used in the hospital.

STANDARDIZATION WORK.

All fluid extracts, tinctures and wines made from alkaloidal drugs are here, and in a few other hospitals, standardized to contain a definite amount of active principle (in most cases total alkaloid), irrespective of the

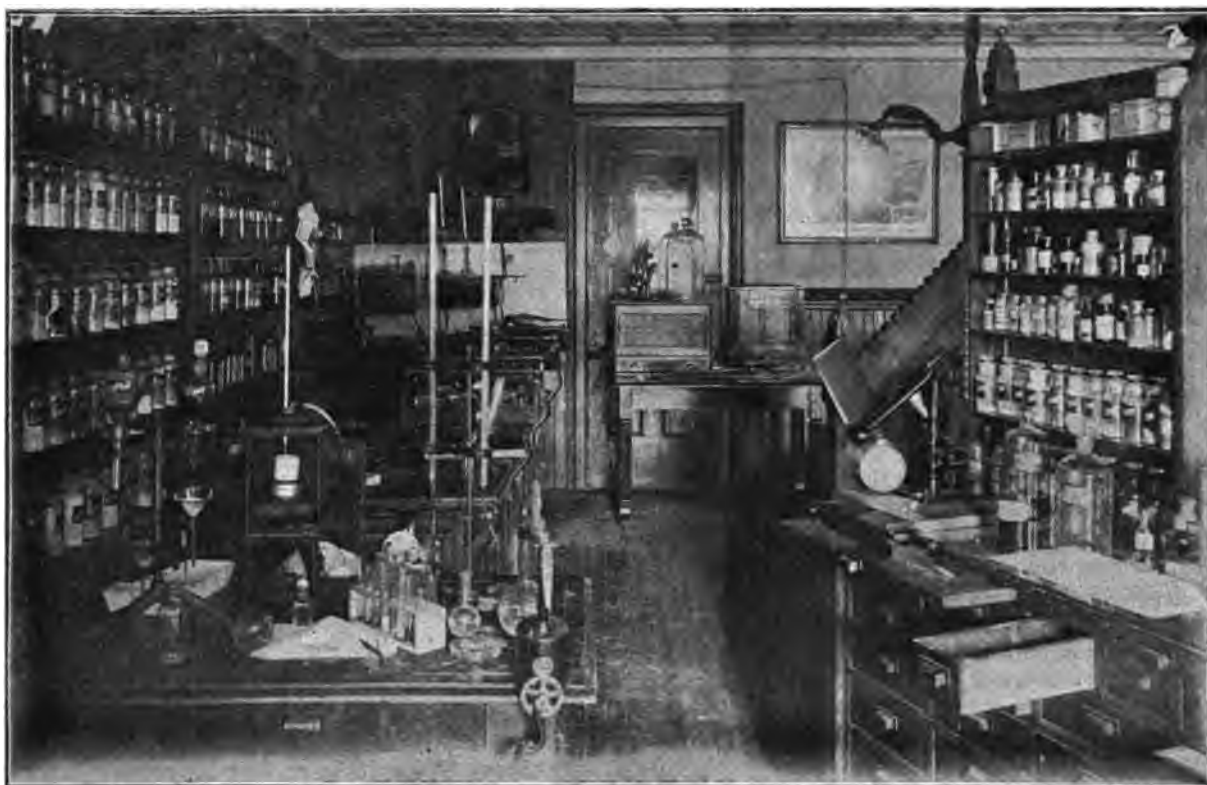


FIG 8 —A GLIMPSE IN THE DISPENSARY ROOM OF THE BINGHAMTON HOSPITAL.

the pressure in a small still sufficiently to allow of weak percolates being evaporated at a temperature of 70 or 80 degrees C., thus furnishing a cheap substitute for a vacuum pan. A similar pump emptying into a cylinder having stop-cocked openings at the top and bottom may be used for furnishing a small air blast. In practice the lower cock is closed sufficiently to allow of the bubbles of air which are sucked in by the water injector, separating from the water which is allowed to run out below, the air escaping by the upper cock, which is shut off sufficiently to keep a continuous pressure upon the surface of the water in the cylinder, and thus aid in its exit below.

EXTENT OF MANUFACTURING.

Tinctures and fluid extracts are made in quantities varying from five to one hundred pounds, and mixtures, elixirs, &c., in like amounts. Compressed tablets and tablet triturates are usually made in lots of from one hundred to several thousand at a time, but pills and near-

amount of crude drugs required to produce this strength, which latter have their alkaloidal content determined by assays, the alkaloid being estimated both by weighing as crude alkaloid and by titrating with deci-normal sulphuric acid.

Strophanthus, digitalis and some others are also standardized, the assay being also sometimes supplemented by physiological experiments on rabbits, etc. None of these latter, however, are any attempt at a physiological assay.

ALKALOIDAL STANDARDS.

The standards of alkaloidal content for the crude drugs, which are used as a basis for standardizing the finished preparations, are such as have been in use here for several years, and will be retained until the Revision Committee of our coming pharmacopœia provides others. In practice, however, the assay is really made on the percolate, which is then diluted or concentrated until

of the required strength. The alkaloidal standards in use at the Binghamton State Hospital are as follows:

Aconite	0.50 %	total alkaloid
Belladonna leaves	0.35 %	total alkaloid
Belladonna root	0.45 %	
Cinchona	5.00 %	total, 2.5 % quinine
Coca	0.50 %	total
Colchicum root	0.50 %	
Colchicum seed	0.50 %	
Conium fruit	0.50 %	
Gelsemium	0.35 %	
Guarana	4.00 %	total
Hydrastis	2.00 %	hydrastine
Ipecac	1.75 %	total
Nux vomica	1.50 %	
Opium	15.00 %	morphine
Pilocarpus	0.35 %	total
Sanguinaria	1.00 %	
Stramonium seed	0.38 %	
Stramonium root	0.38 %	
Veratrum viride	1.00 %	
Kola	2.00 %	
Hyoscyamus	0.15 %	

Drug powders for which no method of assay is known or practicable are simply identified microscopically.

ASSAYS AND TESTS EASY OF APPLICATION.

These assays and tests when practiced may all be done in the pharmacy if it possesses one or two 100 or 250 Cc. stoppered separators, a pair of burettes, some graduated flasks and a drying oven, in addition to the evaporating dishes, beakers, flasks and water baths commonly found in the place, but in some cases they are looked after in a separate analytical department, where, in addition, are also made analyses of food stuffs and other economic materials purchased by the institutions, as well as of urine, stomach contents, blood, sputum, etc., for diagnostic purposes. These last two are, of course, only examined microscopically. This laboratory work may be done in connection with that of the pharmacy, or may be looked after by one of the medical staff, the pathologist, who then utilizes his time by doing bacteriological and general pathological work as well.

THE HOSPITAL DISPENSARY.

The dispensing department, or, as it is commonly called, the dispensary, is usually a more or less crowded room, having all available wall space occupied by shelves and furnished with a window through which the medicines are passed to the nurses who wait outside. The prescription case is supplied with the mortars, graduates, pill-boards, suppository machine, etc., ordinarily found there, and in addition there may also be found a small tablet compressor for preparing a few tablets of an unusual formula for prescriptions. Stock mixtures in great variety are usually kept on hand, the formularies of some hospitals containing several hundred of them, but the tendency is now toward the writing of individual prescriptions for individual cases, certainly a step in the right direction from a therapeutic standpoint. The prescriptions themselves are also becoming much more simple than formerly, a desirable change from the apothecaries' standpoint when one considers their number, which varies from fifty to two hundred and fifty per day in a large hospital. In some places

THE SO-CALLED "SINGLE DOSE SYSTEM"

is in vogue. By this is meant the ordering of the prescription in an amount corresponding to a single dose, followed by the directions: e. g.

William Brown, Ward 27.

R Strych. Sulph. 0.001-t.i.d.

This is sent in a small glass or porcelain cup bearing the patient's name, three times each day until discontinued by the physician in charge, the cups containing all the various doses being carried through the wards by

the nurses in specially constructed trays and returned to the pharmacy in time to be refilled for the next dose.

ADVANTAGES OF THE SINGLE DOSE SYSTEM.

The advantages claimed for this system are insured safety of administration, greater economy of materials from the absence of unused mixtures, and certainty of the regularity with which they are administered. As will be readily seen, however, it consumes a great deal more of a dispenser's time, and the advantages claimed for it are, perhaps, more imaginary than real. Prescriptions are usually written in ward prescription books, which are then brought to the pharmacy by the nurses, who wait at the window while they are being compounded. Most of the commonly used chemicals are kept in solution, and active principles, such as alkaloids, in ten per cent. triturations, for rapid dispensing. Pills have been largely replaced by compressed tablets and tablet triturates, which can be manufactured at home, and capsules of commonly used mixtures are kept ready filled to save time when wanted.

THE HOSPITAL APOTHECARY AND THE CITY PHARMACIST.

The relations between the hospital apothecary and his little public are widely different from those existing between the retail pharmacist and his patrons, for while it is the aim of the latter to dispose of as much stock as possible on account of the concomitant added income, the former has his efficiency judged very largely by the economy with which he maintains his department. He accordingly dispenses as a rule few or no materials for which he does not receive a written order signed by the proper officer, and counter prescribing is practically unheard of.

Likewise between ideal types of the two men there will be an equally wide difference, for the professional and executive qualities which might insure one success in a retail drug store might leave him sadly lacking as the manager of a hospital pharmacy, and the reverse is also equally true.

Besides the work in the pharmacy, the apothecary is frequently required to look after the equipment of the surgical operating room, the electrical and X-ray apparatus, and in some institutions a photograph gallery.

THE SALARY OF A HOSPITAL PHARMACIST

is, of course, variable. Most of the general hospitals of our larger cities pay from sixty to one hundred dollars per month. The New York State hospitals allow fifty dollars per month and maintenance, except where the apothecary is fortunate enough to receive extra pay for special services. The apothecaries of the hospitals connected with the prisons receive from sixty to seventy-five dollars.

In some cases the apothecary of a hospital is some prospective medical student or other, who obtains the position in search of experience; but whether that be his object or not, he usually gets the experience, if nothing more.

Honthin, a New Astringent.—Honthin, which has already been mentioned in these columns, is a combination of tannin and albumin, analogous to tannalbin; but it is keratinized, and therefore has the advantage of being insoluble in the stomach, and of being carried intact to the intestine, where it dissolves owing to the alkalinity of the medium. It occurs as a brownish-green powder, odorless, tasteless, insoluble in water, soluble in alcohol, and in alkaline fluid. Reichelt employed it in diarrhoea of infants and in enteritis. The dose for children is from 25 to 50 centigrammes, according to age, four or five times daily. In adults the dose is from 1 to 2 grammes. The drug is harmless, and does not produce nausea, vomiting, nor gastric pains.—*Wiener klin. Wochenschr.*, Sept. 6, 1900.

DRUG STANDARDS AND HOW TO ESTABLISH THEM.

By A. R. L. DOHME, PH.D., BALTIMORE, MD.

(Concluded from page 74).

POMEGRANATE BARK.

Our knowledge of this drug has increased in recent years, and although its value as a taenicide is believed to be second to that of malefern, still in my judgment the clinical and pharmacological data are as yet insufficient to justify us in deciding upon this subject. Tanret and others maintain that pomegranate bark is the more efficient taenicide, while Dietrich and the German school rather favor malefern. Certain it is that we know more about granatum than we do about aspidium, for we not only know that the former contains four alkaloids, but also that but two of these are taenicides, and these two make up just about 50 per cent. of the total alkaloids of the drug, and besides we know the composition and constitution of these alkaloids, and have a method of assay. Tanret discovered the alkaloids Pelletierine, $C_8H_{15}NO$; Isopelletierine, $C_8H_{15}NO$; methylpelletierine, $C_9H_{17}NO$, and pseudo-pelletierine, $C_9H_{17}NO$, of which the former two are active and the latter two not. Tanret claimed that Pelletierine alone was active, but Ewers and also Piccinini have found that Isopelletierine is also a taenicide. Kunz-Krause states that the dried bark is not less efficient than the green or fresh bark, but that the bark of the root is richer in alkaloids, and hence preferable to the bark of the tree, which contains less alkaloids. He found the bark of the root to contain 0.3 to 0.6 per cent. alkaloids for French bark, but from Java bark he obtained 1.15 to 1.24 per cent. total alkaloids. The latest work by Ewers shows that the French root bark contains 0.5 to 0.7 per cent. total alkaloids, and also that the bark of the tree and of the root do not vary much in yield of alkaloids, so that they can be used indiscriminately. What is of considerable importance, though, is the fact, discovered by Ewers, that pomegranate bark depreciates in content of alkaloids with age. Thus in a bark two years old the amount of alkaloids on the average was only 0.33 to 0.4 per cent. Especially in powdered bark did the depreciation occur rapidly, for only after two months standing a prime bark lost 19 per cent. of its alkaloids. We observe here that Kunz-Krause and Ewers' results as to the depreciation of the bark with age are at variance, and it will require further work to decide which is correct. As most of the bark that comes to this market is either German or French, it would seem that a proper standard for the drug would be 0.5 per cent. of total alkaloids, which would mean about 0.25 per cent. active alkaloids, since only about 50 per cent. of the alkaloids are active alkaloids. A method has been devised by Ewers to determine these active alkaloids separately from the inactive alkaloids, although this hardly seems necessary in view of the fact that experience has shown that the bark averages 50 per cent. active and 50 per cent. inactive alkaloids.

RHUBARB.

This drug has never been standardized because of an uncertainty as to what was its active principle, and whether this was not made up of more than one substance. The Rhein of Hesse, Chrysophanic acid of Dragendorff, Rheumin of Hornemann, etc., rather made rhubarb an indefinite drug, and no one has endeavored to standardize it. When Tschirch, however, pointed out that chrysophanic acid and emodin were both constituents of the drug, and were both oxymethylantraquinones, and

further that oxymethylantraquinones were all substances that produced peristalsis, it became possible to devise a method of assay of the drug. Chrysophanic acid is di-

oxymethylantraquinone, $C_{15}H_8O_5$, and emodin

is tri-oxymethylantraquinone, $C_{15}H_8O_7$. Whether

or not rhubarb contains other oxymethylantraquinones than these two has not been determined, but does not much affect our problem, as a method of assay that determines the total oxymethylantraquinones will surely also include any that may not yet have been isolated. In my experience, the rhubarb root thus far examined averages 1.25 per cent. total oxymethylantraquinones, and it would hence appear that pending further assays of various samples of the drug this might stand as the standard. Before it can, however, be established as a definite standard the method should be tried by various other chemists, and about twenty-five or more samples from different sections of China should be assayed to see what is the average content of sound prime rhubarb root. My method of assay is as follows, and the same method I apply also to Cascara Sagrada, Aloes, Buckthorn and Senna.

Assay method for determining total oxymethylantraquinones: 10 grams of powdered drug are heated five times with each 100 Cc. alcoholic potash solution 1 per cent. for half an hour on a water bath. The combined alcoholic extracts are diluted to exactly 500 Cc. after being filtered, and 200 Cc. (equals 4 grams drug) are evaporated until all the alcohol has disappeared. Dissolve residue in water, pour into a separator, and add sufficient 10 per cent. sulphuric acid to insure decided acid reaction, which will produce a precipitate. Then shake out with three portions of 25 Cc. each of ether. Combine the ethereal solutions in another separator, and shake out with ammonia water 2 per cent. several times. If emulsions are formed, allow them to separate, which they will. All the oxymethylantraquinones will be taken up by the ammonia water. Combine all the ammoniacal solutions, evaporate off the excess of ammonia, acidulate with HCl and filter, washing with acidulated water until the washings no longer become colored red on adding ammonia. Extract the filtrate by shaking with several portions of ether (30, 20, 20 and 15 Cc.). Evaporate combined ether solutions in a tared flask to dryness at 80 degrees C. and weight. Weight found multiplied by 25 gives the percentage of total oxymethylantraquinones in the drug.

STRAMONIUM LEAF AND SEED.

These drugs are assayed just as Belladonna and Henbane are and the standard adopted is 0.35 per cent. total mydriatic alkaloids. I have found that the stems of Stramonium contain more alkaloids than the leaf or the seed, and it would seem that the entire herb of stramonium should be collected and used instead of the leaves alone. The seed ought never to have been introduced into the pharmacopœia, and will, no doubt, be dropped therefrom in the next revision of 1900.

STROPHANTHUS SEED.

The pharmacopœia, 1890, specifies the variety of this drug known as Strophanthus Hispidus Decandolle, and all official preparations should hence use it. There is another variety that is largely used, although probably not as much so as the hispidus variety, and that is

Strophanthus Kombé. They both contain the same strophanthin, apparently, although, as a rule, the Kombé variety contains more strophanthin than the hispidus variety. The proper standard appears to be 0.75 per cent. strophanthin, since many specimens of hispidus contain only 0.5 per cent. strophanthin, while many specimens of Kombé run as high as 1 per cent. strophanthin. As hispidus sometimes runs as high as 1 per cent. strophanthin and Kombé as low as 0.75 per cent. strophanthin, it would appear safest to make the standard 0.75 per cent. strophanthin, as this would about meet the conditions of any average marketed drug that produces the full effects of the drug in the usual present doses. Strophanthin is a glucoside and yields on saponification a sugar and a substance, strophanthidin, which appears to be more poisonous than strophanthin, although not producing exactly the same effect.

VERATRUM VIRIDE.

This drug plays but little rôle in medicine or pharmacy to-day, although it is quite a strong and active drug, and its active principle, veratrin, a very poisonous alkaloid. There are several closely allied drugs, and all of them resemble aconite more or less in their effect. There are Veratrum Sabadilla and Veratrum Viride, both of which contain the alkaloid veratrine (identical with eevadine). Veratrum Album contains the alkaloid protoveratrine, and all contain besides the alkaloids jervine, pseudojervine, rubijervine, etc. Protoveratrine is the most powerful by far, being almost as toxic as aconitine. For both veratrum viride and veratrum album the standard has been found to be 1 per cent. total alkaloids, although this is really no criterion of its therapeutic strength, since some of these associated alkaloids have but little and others no action upon the human economy. A proper standard would be the amount of veratrine and protoveratrine, but as no work has been done in the separation of these alkaloids, we must remain at our tentative standard of 1 per cent. total alkaloids until some kind research chemist helps us out of our trouble.

WILD CHERRY BARK.

While this is not generally considered a toxic drug, and is used in supposedly harmless cough syrups of all kinds, it contains hydrocyanic acid, and must hence be a more or less dangerous drug to use indiscriminately. Whether or not the hydrocyanic acid is responsible for all the therapeutic effects of wild cherry is, of course, an open question, as it contains a bitter resin which may produce some of them. Be that as it may, wild cherry bark has always been judged and graded by the more or less extent of that bitter almond taste so characteristic of amygdalin. In the absence of further knowledge of what really produces all the effects of the drug, a hydrocyanic acid standard will certainly be a toxicity standard thereof, and more than likely a therapeutic standard as well. It has been found by experiments on specimens of wild cherry bark from various localities and gathered at various times of the year and from various parts of the tree, that 0.2 per cent. represents the percentage of hydrocyanic acid that a wild cherry bark should contain in order to be fit for use in pharmacy. Much worthless bark is offered for sale, and in the absence of knowledge of how to assay it, is very likely used. The green thick bark from New York State proved to the author to be the richest in hydrocyanic acid by his method of assay, while the bark of the root of the tree in any case was the richest by far of any specimens assayed. In general, green bark is richer than brown, and fresh than old bark.

BALTIMORE, July 29, 1901.

A PLEA FOR A LESS HIDDEN PRESCRIPTION DEPARTMENT.

By C. J. WOLFE.

Lewistown, Pa.

WHY is it that the modern drug store still has its prescription department so carefully hidden from the public gaze? Usually it is at the back part of the store, and is completely shut off from the view of the customers by screens or high cases, and allows the druggist a view of the room only through a peep hole.

We assume that originally this was intended as a means of guarding the methods of the pharmacist from the public and for surrounding it with an air of mystery due to what was regarded as an occult science, on the principle of *omne ignotum pro magnifico est*.

Doubtless in the days of alchemy, when the learned and long-haired professor of that art was searching for the secret of transmuting the various metals into gold and the means of indefinitely prolonging human life, it was deemed necessary to conceal his processes. Surrounded by his crucibles and alembics, his retorts and stills, in some dusty and cobwebbed room, an air of learning and magic probably enveloped him as a consequence.

Has not our present policy of hiding the prescription department survived from this early practice? Of course, the answer will be forthcoming that the druggist's operations in compounding medicines should be removed from the commercial counter, and that silence and freedom from interruption secure accuracy in his work. All this is granted, but is it not carried too far, and should it not be modified to some extent to suit modern conditions?

The druggist of to-day is a professional man, and his certificate should be sufficient guarantee of his fitness for his work without the glamour of secret processes and mysterious surroundings. The public also is far too intelligent to be fooled with the idea of marvelous transformations of ordinary drugs and chemicals in that little dark room.

In the ordinary small drug store the customer presents his prescription, written in Latin to begin with, and calling possibly for a dozen powders of bismuth, pepsin or some such simple. The druggist looks it over with an air of knowledge, and then hastens behind his prescription case.

The customer may, perhaps, hear the tapping of a pestle in a glass mortar, but in the meantime waits anxiously and impatiently for the return of the druggist. He is supposed, of course, to spend the interval in looking into show cases where various fancy wares are temptingly displayed with the idea that he may see something that he cannot resist buying.

Often, however, he is in a hurry, and the disappearance of the druggist into some hidden recess is anything but pleasing or reassuring. When he finally emerges with a mysterious looking little packet, the customer may wonder where he got it, what it is, and has no assurance that it was especially prepared for him. Often, too, during the interval other customers have come in, and they, seeing no druggist about or only a young clerk, become impatient at the seeming inattention to their wants and a general uneasiness is manifest.

How, you may ask, would you remedy this?

In the first place, by being less careful to conceal the prescription department and by separating it to a greater extent from the laboratory department. Then, too, we would suggest the advantage of performing many of the simpler processes before the eyes of the customer.

For instance, if his prescription called for powders,

after weighing and mixing the articles needed we would bring it forward to the front counter, and there lay out the powder papers and distribute the portion to each and fold them neatly where he could see the operation. Instead of waiting in impatience he would become more or less interested in the work, and any deftness in the use of the spatula and in folding the powders would attract his attention and assure him of the druggist's skill. We would pursue the same plan in the preparation of cachets, konseals, and possibly even the rolling of pills, the making of tablets or suppositories.

To most customers the operation would be more or less interesting, and the time necessary for the work would pass more quickly when the work was done directly before him.

Another advantage to the druggist is the fact that he would command a view of the front of his store, and would see other customers as they came in, and they, in turn, seeing him thus engaged, would wait more patiently than when he was hidden from sight.

The general stores, which have proved such strong competitors to the druggist in many lines, long since saw the merit of this same principle as an advertising device, and the large crowds that gather about a window where a public display of candy making, biscuit baking or other art is shown attest to the interest the people take in the manipulating processes in the preparation of almost anything. No doubt the druggist would realize the same truth when making his pills, potions, powders, etc., more in the public eye.

PHARMACEUTICAL PROGRESS, NEW REMEDIES, ETC.

A Reaction for Apiol.—Jorissen (*Pharmac. Centralh.*, 1900, 41, 785) found that apiol is characterized by the following reaction: To a dilute solution of apiol chlorine water is added until the solution becomes turbid, then a few drops of ammonia are added, and a red color results which, however, rapidly disappears. This color is intense with pure apiol, and less marked in impure samples.

A Reaction for Formaldehyde.—Riegler (*Pharm. Centralh.*, 1900, 41, 770) found that dilute solutions of formaldehyde give a color which varies from pink to red with phenylhydrazinehydrochlorate and a solution of caustic soda. This reaction may be used in determining the presence of formaldehyde in milk. The process of testing is as follows: In a test tube about 2 Cc. of milk, 10 Cc. of water, and 10 grammes of crystalline phenylhydrazine hydrochlorate are mixed until thoroughly dissolved, then 10 Cc. of a 10 per cent. solution of caustic soda are added, and the mixture shaken for half a minute. A pink color results if the milk contains a certain amount of formaldehyde. Normal milk never gives this reaction.

Physostigmine as an Antidote to Curare.—Pal (*Centr. f. Phys.*, 1900, No. 10) found that when an animal is subjected to the influence of curare and then receives an injection of physostigmine, the respiration returns spontaneously. This experiment was repeated and gave the same result every time. First, there were muscular contractions, then a flow of saliva, then at first irregular respiratory movements, finally regular respiration. Physostigmine is, therefore, presumably a true physiological antidote to curare.

Purgatol, a New Laxative.—This is a diacetyl ester of anthrapurpurine, and occurs in the form of a yellow, light, crystalline powder, insoluble in water and weak acids, soluble with the formation of a reddish-violet color

in dilute alkalis. It is a mild laxative, but has the disadvantage, according to Ewald, of causing a certain amount of weakness in the intestinal walls; it is, however, entirely tasteless, and lacks all the other untoward effects common to purgatives. The usual dose was from 0.5 to 1 Gm., but 5 Gms. have been well borne, and the excess seems to be eliminated with the faeces. A portion of the oxyanthraquinone is eliminated through the urine, giving the latter a blood-red tinge.—*Therapie d. Gegenwart*, 1901, page 151.

Vanadium Derivatives.—A few years ago pharmacologists began to experiment with vanadium derivatives, particularly vanadic acid and the metavanadates, and found them to be powerful alterants of cellular nutrition. A writer in *Nouveaux Remèdes* (1901, June, page 241) gives a comprehensive review of the subject, from which we extract the following:

Vanadic acid, derived from vanadium anhydride, V_2O_5 , by the addition of water, and forms salt with a variety of bases. Some of these are neutral, and are styled ortho, meta and para vanadic salts; others are acid, and are the bi, tri, tetra and penta vanadic salts. The neutral salts are very unstable, and are easily converted into one another, as they represent three allotropic states of vanadium. Metavanadic salts are the only ones employed in medicine. Metavanadic sodium is obtained by treating sodium carbonate with vanadic anhydride. This salt is white, crystalline, tasteless and fairly well soluble in water. Laran also prepared vanadides of lithium, iron, phospho-vanadides of sodium, etc., but these have not yet been sufficiently studied. Hélonis' "vanadine" seems to be composed of a vanadic-tetroxide in combination with some oxidizing substance, perhaps sodium chloride; but its exact composition is not known.

The great difficulty has been to obtain pure and stable vanadium salts, for these substances are very apt to undergo change and decomposition, and the solutions offered for sale often contain as much as 40 per cent. of impurities. The vanadides act by virtue of their curious property of giving up oxygen in the presence of an organic substance and an oxidizing agent.

This oxygen is taken up by the organic compound, and the vanadic acid is changed into hypovanadic, takes away enough oxygen from the oxidizing body and returns into its former vanadic state. Hence vanadides are purveyors of oxygen, and this quality has already been made use of in the dyeing industries. Judging by their oxygen giving power vanadium salts are by far superior to those of arsenic.

They are, however, very poisonous, the animals tested dying from paralysis of the respiratory center after comparatively small doses. Their action on the heart is yet unsettled—various opinions being held by various authors. The effect is probably first to stimulate, then to paralyze the heart's action and the arterial contraction.

Experiments with a view of applying these theoretical principles to practice showed that minute doses of vanadium salts increase the appetite and the general weight and strength. But this takes place only so long as the remedy is administered; there is no cumulative action as in arsenic. Other experimental evidence also shows that vanadium does not produce these beneficial effects in the body as a result of the superoxidation which it induces in the test-tube; these effects may be merely due to a local stimulating action upon the stomach. It has been used, however, in a great number of diseases, such as anæmia, malaria, tuberculosis, etc., and is said to be counter-indicated in chronic disease of the arteries. The dose of sodium metavanadide is from 1 to 5 milligrammes, *pro die*, given every other day.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE ARRANGEMENT, STORAGE, AND DISPLAY OF THE STOCK.

THE rules and methods of stock arrangement and display that experience has taught me, bear out the truth of the axiom, "Goods well displayed are half sold."

Keep most prominently displayed those articles that are likely to create a desire of ownership when seen, and store in the less conspicuous parts of the show room such things as are only bought when absolutely needed.

Goods well displayed increase one's trade by inducing patrons to buy more than they came for. When a person enters a drug store it is usually to be supplied with some definite article. If something is seen that reminds the prospective customer of a want or that impresses him as being a desirable thing to have, and he buys it, your trade has been increased above the normal demand by the amount of that purchase. The customer has left more money with you than he intended when he entered the store. It is by the multiplication of such sales that a business is increased and built up. Without advertising and display the trade of a store will be limited to the absolute wants of its patrons, the things that they must have. Advertising in its various forms will bring the customers to the store, the display of goods in the store will in a large degree determine the volume of their purchases and future patronage.

THE WASTE OF GOOD SPACE.

This seems such simple common sense that one wonders at its being thought necessary to state it, but any one who has looked into the arrangement of drug stores as they are found, must be impressed with the fact that there is a woful lack of systematic arrangement and effective display of the stock in many of them. Goods that might increase sales if kept in sight are often stowed away under counters, in dark show cases or in drawers, and valuable show room is taken up with goods of every day call that are only bought when sickness compels their purchase. Wall cases that would sell physicians' and surgeons' supplies, or other sundries or fancy goods, are taken up with stock bottles that are only used in the laboratory and which the dispenser must carry to the prescription table and back again each time they are wanted, or, if duplicate bottles are kept in the prescription laboratory the store bottles are simply feeders to them.

I was in a large pharmacy some time ago and the most prominent object in the place was a huge revolving herb case for keeping the stock of pressed herbs, which took up no end of valuable show room. Possibly the pressed herb trade of the store was increased ten or twenty dollars a year thereby. In our store we have a perfume case occupying about the same relative space in this store as the herb case does in the store referred to. This perfume case is of oak, octagonal in shape, built to order to occupy the space it does in the middle of the floor near

the rear part of the show room. It is about four feet in diameter and the same height. During the twelve years it has stood there it has sold thousands of dollars' worth of perfumes. It usually contains from three to five hundred dollars' worth of stock, every bottle of which is in plain sight. It has given us the perfume trade of this locality, and turns its stock many times in the course of a year, selling from one to two thousand dollars' worth a year, with not a dollar's worth of dead stock in it.

METHODS OF INCREASING TRADE.

The lines of trade most profitable to the pharmacists are prescription compounding, his own specialties, druggists' sundries and fancy goods, naming them in the order of their importance, and he should constantly endeavor to increase his trade in these lines. Trade is increased by getting new customers and selling more and more goods to the old ones. The first class of trade comes from new arrivals in the community and from customers drawn away from competitors. The latter class from the development of the latent trade of the community, getting your customers to spend a greater amount of money with you by selling them goods that they did not think of buying until you brought the goods to their attention by your advertising and store displays. The amount of trade that lies latent in nearly every community is surprising and is well illustrated by the history of the establishment with which I am at present connected in one of the suburbs of New York. This pharmacy is located in one of the oldest towns in America, dating from 1664, and, like all old towns, is very conservative and requires a greater than usual amount of advertising and hustling to keep things moving. When this store was started there were already two old established drug stores that supplied all the apparent wants of the place in the drug line and supplied them so well that most of the people of the town thought the proprietor foolish in starting a new store and freely predicted that he would fail to make a living out of the business, as the present stores seemed all that the known volume of trade would warrant. Yet this store now does more than twice the business of the other two stores together, although the two older stores do the same or a slightly larger business than before the new store was established.

BRINGING LATENT TRADE TO THE SURFACE.

The trade of this store is almost entirely the result of bringing the latent trade of the place to the surface, as the increase in the population of the town has been less than ten per cent. since the store was established. The wants of the people have been increased by advertising and showing them things that they found desirable or necessary to their welfare. Is it not conducive to the general welfare of a community if when one of its members meets with a minor injury, like a mashed finger, that his first thought is to hie himself to the drug store and buy a piece of iodoform gauze and an aseptic bandage to dress the injury, instead of doing it up in a (surgically) dirty rag? Teaching the people the value of asepsis in such cases is one of the ways in which a pharmacist may bring out the latent trade of a community, to his own greater profit, and, incidentally, the benefit of his community.

ON PUSHING A NEW LINE OF GOODS.

This store did not start off with a great stock and a large capital; it started with a smaller stock than either of the other two stores, but its advertising campaigns, window and store displays were all in the line of educating the people to better things pharmaceutically. When the proprietor thought the time ripe for laying in

a stock of surgical dressings he bought a complete line, although such goods had heretofore been a very small item in his or the stock of the other stores in the place. The initial order amounted to some three hundred dollars; the repeat orders the first year amounted to nearly half that, and now, after a few years, a very large business is done in this line. The goods are bought in jobbing quantities and sold at list to physicians, and the sales to the general public are surprisingly large. Absorbent cotton, bandages, lint, surgeons' plaster, etc., are now a part of the household supplies of many families, first aid packets have been sold to families, workmen, bicyclists, etc., so as to have them handy in case of injury. Some families have even purchased the \$5.00 first aid chests, designed for factories, for their domestic armamentarium.

STIMULATED THE ERECTION OF A HOSPITAL.

The prominence given to this line of goods by our advertising and display has had a certain though indirect influence in the establishment of a hospital in the community. One of the local physicians with a natural bent toward surgery was much interested in the displays; the goods seemed to have a positive fascination to him, and he bought liberally whenever he came in and saw something new, with the result that he paid more and more attention to surgery and achieved considerable local reputation as a surgeon. Needing better operative facilities, he began agitating for the establishment of a hospital, worked the thing up and got the leading citizens of the county interested in it, with the result that a finely equipped hospital in a building expressly built for it is now receiving patients from all over the county.

THE IMPORTANCE OF DISPLAYING STOCK.

I mention these facts to emphasize the great importance of properly displaying the stock inside the store. Advertising and window displays accomplish very little in building up trade unless they are backed up with goods well displayed in the store. Goods that have had time and money spent on them for advertising must never be placed out of sight—some people's memories are short. The editor of a great metropolitan daily once told me that two weeks was as long as the general public remembered even a great event unless they were in some way reminded of it again.

For these reasons and from the fact that I have found by personal experience that it paid, I am in favor of making the front store a show room pure and simple, for all goods that are attractive and interesting to the public, and relegating to the dispensing department, where they properly belong, all, or most, of the bottles and drawers containing drugs and chemicals that are only called for when necessary and that everybody expects to find in a drug store; why take up six or eight inches of valuable shelf room with a stock bottle of paregoric? People know that you, being a druggist, keep paregoric any way, and will call for it when they need it, the public will buy no more of it because it is prominently displayed on your shelf and they probably cannot read the label any how, as it is in Latin. Then why not keep this and others like it in a less conspicuous place and replace them with goods that are likely to sell when seen. The same amount of space taken up with, say, a pile of your own cough remedy, would bring in many more dollars in the course of the year.

In this regard the only concessions that I would make to having stock bottles in the show room would be to strictly limit their number to such articles of every day call as are sold in bulk over the counter. Such drugs

and chemicals as are called for once or twice a week can just as well be kept in the laboratory. Cutting down the store containers to this limit will give a number of wall sections that may be turned into display cases. Likewise keeping the patent medicine stock out of sight will give more room for the display of goods in whose sale you are more interested.

THE DISPLAY OF BRUSHES.

A very fine display of hair and other brushes may be made by removing the shelves from a glass-doored wall section, and covering the back wall of the case with a low toned plush, and hanging the various kinds of brushes from brass hooks against the plush background; such a case may be made a sample case and contain a specimen of each kind of brush in stock, the bulk of the stock being kept in drawers in the lower part of the section. Each brush should have appended to it a neatly written card with a concise description of the kind and quality of it and its price. Such a display case takes the place of a salesman, it does everything except wrap up the goods and take the money. Another glass-doored section may have a display of trusses and shoulder braces, with a sample of each style of crutch kept in stock. Suspensory bandages inconspicuously displayed in their closed boxes in the bottom of this case will help the sale of these goods immensely, as the only customers who will be interested in looking over the truss display will be the men. A couple of wall cases devoted to physicians' and surgeons' supplies make very striking displays. One case may contain a sample of each size and style of bandage, cotton, lint, gauze, etc., arranged symmetrically on a plush background or on plate glass shelves. The other may contain the smaller wares, arranged on plate glass shelves, as hypodermic syringes, fever thermometers, needles, sutures, ligatures, instruments and instrument cases, rubber operating gloves, vaccination shields, and the like, also a sign and literature of vaccine and antitoxin, the vaccine and antitoxin being, of course, kept in the ice box.

MATERIALS FOR DISPLAYS.

A caseful of fine chemicals and pharmaceuticals in their original packages, part of the reserve or unopened stock, makes a fine display, one that carries great weight with physicians and public in backing up your prescription advertising and goes far toward substantiating your claim of using the best materials in prescription work.

Materials for other displays are the reserve stock of gelatin and other coated pills in unopened packages, with such as are sold in the original package, as quinine pills in bottles of 100; rubber goods, syringes, hot water bags, stomach tubes (yes, I have even sold stomach tubes by displaying them with the price marked on them), thermometers, house, bath, dairy, incubator, etc., along with lactometers, hydrometers, alcoholometers, urinometers, specific gravity beads, etc.

For the sections without doors, one may be filled with a display of one's own special preparations, another with packages of articles of regular sale, salts, tinctures, oils, spirits, etc., in five and ten cent parcels, as well as larger; a display of these goods stimulates sales where the same articles in regular shop bottles will not. Customers like to trade at a store where these things are neatly put up ready for handing out. One of the rules that I have made in this store has greatly increased this sort of trade, and this rule is to make no charge for bottles where ten cents' worth or more of an article is bought. The minimum sale is five cents, nothing less sold of anything except postage stamps, and if a liquid the customer must bring a container, otherwise the minimum sale is ten

cents and the bottle is thrown in. We keep nearly a hundred drugs ready packed for handing out, with a consequent great saving in time during the rush hours.

A case of crude drugs makes an interesting display and adds to the tone of a store. Some of them may be in original cases borrowed for a few weeks from a wholesale druggist and in some cases very fine samples of chemicals may be borrowed from manufacturers. I have borrowed many things from wholesale houses to help out a display, huge sponges, a stuffed tortoise with the shell finely polished, to advertise shell combs, and the like. Another rule that I have followed in making displays is not to advertise, or allow the manufacturer to advertise under our name, or display in the windows, any proprietary remedies except our own or those we felt especially interested in pushing, and in no case are placards, show bills or signs other than those advertising our own goods allowed in the windows or the store.

SELECT PLACES FOR DISPLAY.

In nearly all stores there is one particular location that will sell whatever goods are put there; in our case it is the top of the show case to the left of the scale counter. One day when this fact struck me rather forcibly, I cleared everything off this case and filled it with our own specialties, with the result that the sale of these preparations increased by leaps and bounds, doubled, trebled, quadrupled. Now nothing else is allowed there but our own makes. I also cleared the stock bottles out of the wall section immediately back of it and filled this with the same goods.

PHOTOGRAPHIC SUPPLIES AS A SIDE LINE.

In side lines, one of the best paying things at the present time and one that fits well with the regular stock of a pharmacy, is cameras and photographic supplies. A section devoted to these goods well displayed will be found a paying investment. The line may be started in a modest way and the trade developed and worked with a first investment of a hundred dollars or less. In England and the Continent pharmacists saw at an early date the possibilities of the photographic business, with the result that they have about all of this trade. In the British Isles particularly there are few pharmacies who do not carry this line.

ANOTHER MEANS OF STIMULATING SALES.

One of the things that greatly stimulate sales is having the goods in reach of the customer where they can take them in their hand and examine them closely, reading the label and otherwise closely scrutinizing the article, and it is mainly owing to this trait of human nature that the sales of our own preparations have increased so greatly since we have displayed them in the manner described. This trait is thoroughly well known to the department store men; they do not keep their goods out of reach or sight on a back shelf, but out on the counter where people can examine them closely. A good many pharmacists object to thus displaying goods on the ground that it sometimes leads to pilfering, and that the goods are liable to be soiled from handling. That is true, but in a very small degree. The losses from these causes will be a very infinitesimal percentage of the increased sales.

THE STORAGE OF CRUDE DRUGS.

In the storage of crude drugs the ordinary drug drawers may be fitted with two tin boxes with tight fitting covers, and the whole and powdered drug thus kept in the same drawer. Where the quantities stocked are small four boxes may be fitted to a drawer and space thereby economized. For storing surplus stock of drugs,

such things as are bought in paper in larger quantity than the containers will hold, I have found convenient storage cans made from empty five-gallon castor oil cans. These are sent to the tinsmith, who fits a tin cover to them; they are then painted with several coats of white and lettered in black "Extra Stock," and "Sundry Drugs" and the surplus stock wrapped in its original paper, over which I wrap a sheet of thin paraffined paper, stored therein, several packages in a can. A string tag tied to the handle of the cover gives a list of the contents, and is corrected whenever anything is added or taken from the can. We have about a dozen of these storage cans, and have no losses from deteriorated drugs kept in paper.

For the storage of pressed herbs, square tin cans that will hold a pound of herb, the cans kept under a counter near the store scale counter, is about the best and most convenient disposal to make of them. Fifty or sixty boxes will be the number required for the stock of this line. Cans of this size are very convenient for other things as well; seeds, anise, caraway, etc., and many drugs, both whole and powdered, may be stored in them, some of the cans being of a larger size if necessary; a bank of a hundred or more under the counter will be found useful.

A set of herb drawers containing from fifty to a hundred small wooden drawers, as sold by some pressed herb makers, is a convenient under the counter fitting for storing all those oddments like nipples, nurser fittings, droppers, camel hair pencils, court plaster, rubber bands, filled capsules, prepared packages, etc.

The Ownership of the Prescription.

The question of the ownership of the prescription is discussed by J. Wilkinson Jervey, M.D., of Greenville, S. C., at considerable length in a communication to the "New York Medical Journal" for July 20. Dr. Jervey holds that the patient has no property rights in the prescription, and sums up the common sense and legal (so far as it has been defined) status of the physician's prescription as follows:

1. The patient has no legal nor other right to demand a written prescription or written directions from the physician.
2. It is right and wise that the druggist demand and procure from the physician his written orders for the compounding of prescriptions.
3. The physician has the undoubted right to designate what pharmacist shall fill his prescription.
4. The written prescription is simply an order from physician to pharmacist. It is, through courtesy, and by virtue of custom and convenience, handed to the patient for transmission; but the latter has not, at any time, the slightest right of possession in the instrument.
5. The druggist has at least the right of permanent guardianship (perhaps of outright possession) of the prescription, and he must keep it on file for reference and for any form of proper investigation.
6. There can be no right, extenuation or excuse for a copy of a prescription, with physician's name attached, to be taken by druggist, patient or any one else, without the authority of the physician.
7. The careful physician should invariably retain a carbon-paper fac-simile copy of every prescription he writes.
8. The druggist has a legal right to utilize any formula that is uncopyrighted that may fall into his hands, but he cannot, unauthorized, use the name of its author in connection with it. In most States, however, statutes would bar his selling intoxicants or other poisons except by direct order of physicians.
9. If a druggist refills a prescription without the order of the physician who wrote it, he does so on his own responsibility, and he has no legal or moral right to leave or place the physician's name on the container.

One ton of uranium will yield about half an ounce of radium, with an expenditure of six tons of chemicals and 50 tons of water for washing. Radium is spontaneously luminous in the dark.

CONFERENCE PAPERS.

Pharmacy Subjects Discussed by British Pharmacists.

We give below a selection from the papers read before the British Pharmaceutical Conference at the annual meeting of that body held at Dublin last month. The AMERICAN DRUGGIST had a special representative in attendance upon this meeting, whose account of the proceedings was printed in our last issue. The paper on Cascara Sagrada preparations is, our reporter states, interesting from the fact that it is the first paper communicated to the conference by a lady. The majority of the papers read at this meeting were of a practical nature and we hope to be able to reproduce most of them either entire or in abstracts in subsequent issues:

CONCERNING CASCARA SAGRADA.

BY BRIDGET ROSE CLINTON,
Dublin.

The fundamental law of ethics, says Herbert Spencer, is that life-preserving acts should be pleasure-giving acts. The primary principle of pharmacy, I mean the neo-pharmacy of the twentieth century, is that health-giving drugs should be pleasure-giving draughts; and the application of this principle to a concrete case—that of cascara—is the purport of this paper.

Probably one million pounds of cascara are now used per annum to stimulate the sluggish excretory apparatus of citizens of the world. No other bark, except cinchona, can compare with this, and yet a quarter of a century ago an analogous species, *Rhamnus frangula*, although well known as a cathartic, was the only kind used in medicine, and of that probably not one thousand pounds per annum. It was universally considered so drastic a cathartic as only to be fit for dyspeptic dogs and constipated curs. Now, everybody loves a laxative but loathes a cathartic, and that *Rhamnus* should be raised from the lowest and most despised to the highest and most prized of planchnic stimulants is a triumph of pharmacy. The irritant principle of *Rhamnus frangula*, which produced the intense gripping pain and the sanguinous vaudate from the intestines, was discovered to be a kind of ferment. Now, an allied species of *Rhamnus*, distinguished as *purshiana*, was ascertained to be almost free from this ferment, and it has further been discovered that the ferment disappears, or rather is changed into a harmless substance when the cascara is stored for a couple of years. The credit of introducing *Rhamnus purshiana* to modern medicine seems to be largely due to that American firm whose name is associated inseparably with the drug, and the kudos of demonstrating the importance of keeping the bark a couple of years before use, as well as of demonstrating the utility of cold extraction, appear mostly to be the result of the researches of John Moss, whose work has by no means been sufficiently recognized, although with his conclusions I cannot always agree.

THE QUESTION OF FLAVORING

Although the preparation of the American firm inspired the introduction of extractum *cascarae sagradae* into the British Pharmacopœia, the official extract has always been confessedly different and less potent. It is a notable fact that in the classical monograph published by that firm cascara is held to yield its virtues only to alcoholic solution. It has been since demonstrated that although these active principles may not be soluble in water, *per se*, they certainly are in water containing other constituents of the bark in solution. This fact is the justification of the B. P. process. The purport of this paper is to devise a satisfactory formula for syrupus *cascarae aromaticus*. Now, any fool can write a formula. The trouble is that, like the famous constitutions of the Abbé Siezès, they don't work. Every addition to a formula which is not distinctly useful is injurious. Even sugar disagrees with very many dyspeptics, and every aromatic oil has its enemies, a peculiar idiosyncrasy exists in patients which makes certain flavors distasteful to certain of them, and hence the aim of the pharmacist must be to devise a flavoring which will disguise the nauseous taste of the drug, make it more active if

possible, and supply a carminative property which is confessedly lacking in cascara. Important though the question of flavoring be, it does not rest as yet on any well-ascertained physiological basis, and hence much of our experimenting must be merely empirical.

THE PHYSIOLOGICAL PRINCIPLES OF TASTE.

If there be any such physiological foundation it is this: Pure bitters are perceived by means of filaments of the gustatory nerve; resins and characteristically odorous substances depend for their perception on the glossopharyngeal filaments. Excitants of the former never give rise to nausea, and for a like reason pungent substances like capsicum, which act mostly on the gustatory nerve, are of comparatively feeble use in correcting the nausea excited by principles like the resinoid and extractive constituents of cascara, which operate in filaments of the glossopharyngeal. On the other hand, certain of the volatile oils, as coriander, angelica, anise, etc., appear to have a selective action on the glossopharyngeal nerve, and hence these may be expected to relieve the acridity of substances which irritate it. The aim of the British Pharmacopœia has always been to present the drugs in the forms of greatest potency and convenience. The elegance of taste has been ostentatiously flouted, except in a very few instances, and of these the syrupus *cascarae aromaticus* is a sorry example. I had thought that the conference was mainly responsible for the formula, but its genesis is to be found in a passing reference in a third-rate American text-book, where it is stated that the taste of cascara can be effectually disguised by aromatic syrup. The formula, anyhow, is a failure. There is a potential demand for tens of thousands of gallons of it, yet it is seldom asked for. But now to reform it.

SUGGESTED REFORMS.

(1) Keeping to the orthodox proportion of cascara, I substitute glycerin for syrup. This keeps better, will be more active, and the flavor has a happy lack of the sugary bitterness of the official syrup.

(2) All the fluid extracts of commerce found in the shelves of the pharmacies are of an acid reaction and acetous in character. Most of all is this the case with that of cascara. Moreover, there is a certain amount of ammonia found in the bark, and it seems to keep the active principle in solution when the extract is fresh, whereas the sour extract deposits solid but active matter. Hence I try a formula with *sal volatile*.

Liq. ex. <i>cascarae</i>	3xvi
Tr. <i>aurantii</i>	3iv
Alcohol.....	3iij
Spt. am. ar.....	3i
Aq. <i>cinnam</i>	3vi
Syrupus.....	3xvi

This I consider an improvement. It is clear, keeps well, and has a decided aromatic taste, but it is yet rather bitter.

(3) There are obvious objections to the use of an alkali, should the aromatic cascara be prescribed in combination, and here a neutral syrup would be preferable. Now the carminative tincture of the B. P. covers a multitude of unsavories, and I tried it as follows:

Liq. <i>cascarae sagradae</i>	3viij
Tr. <i>aurantii</i>	3ij
Tr. <i>carminative</i>	3i
Glycerin.....	3viij

Now I look on this as quite a delicious formula, but I am reminded of Bentley's criticism of Pope's "Homer;" "It's a pretty poem, Mr. Pope; but you mustn't call it Homer." This is a palatable elixir, but one can hardly call it a syrup. For a modification one may try:

Liq. <i>cascarae sagradae</i>	3xvi
Tr. <i>carminative</i>	3iv
Alcohol.....	3iij
Aq. <i>cinnam</i>	3vi
Syrupus.....	3xvi

which is at least better than the B. P.

(4) Everybody knows that liquorice disguises the taste of cascara fairly well, but the bitter after-taste persists, and requires an aromatic to modify it. The following modification does so:

Liq. <i>cascarae sagradae</i>	3xvi
Aq. <i>cinnam</i>	3iij
Liq. ext. <i>glycyrrh</i>	3iij
Alcohol.....	3ij
Syr. <i>singiberia</i>	3xij
Tr. <i>aurant</i>	3iv

(5) Questioned as to the sense of retaining saffron in decocum aloe co., the Pharmacopœia revisers asserted it was the sovereignest thing on earth to disguise the taste of aloe. Saffron, of late, has been publicly denounced as inert, but it cer-

tainly seems to cover the taste of cascara in the following formula:

Liq. cascara.....	3viij
Liq. ext. glycyrrh.....	3iij
Tr. aurantii.....	3iij
Ol. cassia.....	m. ij
Syrupl. croc. (1 ad. vii).....	ad. 5xx

(6) Next I proceed to plagiarize. The American cascara cordials are by far the most popular in the market, and it becomes necessary to try a variant of the published recipes, such as one finds in the "Pharmaceutical Formulas:"

Liq. cascara sagrada.....	5i
Liq. ext. berberic aquafolium.....	5i
Alcohol.....	3iv
Ol. coriandri.....	m. v
Ol. anisi.....	m. ij
Ol. aurantii.....	m. ij
Ol. cassia.....	m. i
Syrupus.....	ad. 5ijss

This does not keep well, is somewhat muddy, and obviously is much overcharged with volatile oils. Many might like the flavor, but de gustibus non disputandum est.

(7) Berberis aquifolii is rather an innovation in these countries, so we must try a formula without it. This I rather like:

Liq. ext. cascara sagrada.....	5i
Alcohol.....	3iv
Ol. coriandri.....	m. v
Ol. anisi.....	m. ij
Ol. aurantii.....	m. ij
Ol. cassia.....	m. i
Ext. glycyrrhizae liq.....	3iij
Syrupus.....	ad. 5ijss

Now if there be any fruit from this little series of experiments it is this: The proper aromatics to flavor cascara are orange, coriander, anise, and cassia, while liquorice is an almost essential constituent. If I had to select one special formula it would be this:

Liq. cascara sagrada.....	5i
Liq. ext. glycyrrh.....	3iij
Ol. coriandri.....	m. ij
Ol. anisi.....	m. ij
Ol. cassia.....	m. i
Tr. aurantii.....	3iv
Ol. aurantii.....	m. i
Syrupus.....	ad. 5ijss

Finally, if the subject be trivial, blame the Blue List; and if the formulæ be commonplace, they will be improved by your criticism.

ESTIMATION OF "LIQUOR HYDROGENII PEROXIDE."

By W. A. H. NAYLOR AND C. T. DYER.

The accuracy of the official method of assaying solution of peroxide of hydrogen has recently been questioned by different observers, the results are said to be unreliable and discordant. A paper by O. E. Smith (Year Book, 1898, page 106) in "Amer. Jour. Pharm.," 1898, records a series of parallel estimations by most of the usual processes except "Mason's" bichromate method (O. & D., 1881, page 56), and the author concludes (1) That the most accurate method is that of Kingzett; (2) that all gasometric methods are tedious and unreliable; and (3) that the permanganate especially is practically useless. Smith shows the disturbing effects of glycerin and other preservatives on the different results; but, apart from the presence of the preservatives, he does not explain what the inaccuracy of the gasometric permanganate method is due to. Other critics and objectors, so far as we are aware, have also abstained from explaining the cause of its alleged unreliability. The purpose of this communication was to give this explanation.

The authors emphasized the need for bearing in mind that the volume of gas obtained varies with familiar external conditions, but in the British Pharmacopœia method there is an internal condition which causes error—viz., evolution of chlorine through the action of sulphuric acid (used along with permanganate) upon the sodium chloride of the brine with which the nitrometer is filled. Without using hydrogen peroxide at all they got with 12 Cc. of the acid permanganate solution, 0.2 Cc. of chlorine in five minutes, 1 Cc. in an hour, and 1.8 Cc. after standing five hours. One cubic centimeter of 11-volume hydrogen peroxide solution was placed in a nitrometer with brine, and 12 Cc. of the acid permanganate solution were run in. When the evolution of gas ceased it measured 28 Cc., and it was then slowly passed through an acid solution of potassium iodide. At first nothing noticeable occurred, but gradually iodine was liberated, and when all the gas had been made to bubble through the solution, the

iodine was titrated with thiosulphate solution, and the equivalent of 0.0029 gramme of chlorine, or nearly 1 Cc. by volume, was found. The operation was conducted without prolonged standing, and shows conclusively that the chlorine is more quickly produced in the presence of hydrogen peroxide. The fact that chlorine is evolved with the hydrogen in uncertain quantity, and with uncertain absorption, is enough to condemn the official process as it stands.

There is no doubt that the volumetric process of Kingzett is accurate. It consists in adding sulphuric acid and potassium iodide to the solution of the peroxide, and then titrating the liberated iodine with sodium thiosulphate; but if a gasometric process be preferred there are two or three alternatives in the question of details which will make it fairly satisfactory. In the first place, to keep as nearly as possible to the official method, that process was tried without the use of brine. Mercury works well, but a large amount of it is required, and it has to be cleaned afterward. Instead of using saturated solutions of haloid salts, sulphate of sodium in saturated solution was tried, but it was sufficiently dense to prevent the reaction mixture from spreading down the tube, delaying the action, but increasing absorption of oxygen. Sulphate of magnesium is, however, excellent, and a saturated solution is easily made and gives accurate results.

The bichromate of potassium process, which Mason used over mercury, answers equally well with brine, no chlorine being given off. The evolution of gas is much slower than in the official process, and the oxygen obtained represents the volume of oxygen available, not double the volume. B. P. "Volumetric Solution of Potassium Bichromate" was used, but it must not be made acid, as acid increases the evolution of gas, and the results are discordant. The authors find that the use of permanganate and acid solution results always in the production of a larger volume of gas from a given volume of "peroxide" solution than is obtained when solution of bichromate is employed.

The practical objection to the B. P. method as it stands is that an article may be supplied commercially which will just pass the official limits when estimated by that process, and yet be actually under the required strength. The following figures are to the point in this connection:

With acid permanganate over mercury.	With acid permanganate over saturated solution of magnesium sulphate.	With acid permanganate over brine.
8.4	8.2	10.35
8.4	8.3	10.3
8.45	8.45	
8.5	8.5	
8.4		
8.45		
With bichromate over mercury.	With bichromate over saturated solution of magnesium sulphate.	With bichromate over brine.
7.65	7.7	7.7
7.25	7.4	7.6

The figures represent the number of Cc. of oxygen obtained from 1 Cc. of solution of hydrogen peroxide. The volume of gas has in each case been corrected for temperature and pressure, and allowance made for the tension of aqueous vapor at the temperature at which the gas was measured. The results show that brine gives considerably higher figures than are obtained with mercury in the case of permanganate estimations, and those obtained with a saturated solution of magnesium sulphate are fairly concordant with the mercury figures. The bichromate results are in fairly close agreement, whether brine or saturated magnesium sulphate solution is used in place of mercury.

CAUSES OF THE LOSS IN STRENGTH OF SWEET SPIRIT OF NITRE.

By E. H. FARR, F.C.S., AND R. WRIGHT, F.C.S.,

Pharmaceutical Chemists.

The object of the experiments detailed in this note was to ascertain the correctness, or otherwise, of two ideas. First, Is this spiritus ætheris nitrici, Ph. Lond., more stable than the stronger preparation of the British Pharmacopœia? and, second, that the remarkable loss in strength exhibited by certain samples of sweet spirit of nitre which had come under the authors' notice could not be satisfactorily accounted for by any theory of chemical change. The observation that this sudden drop in the percentage of ethyl nitrite was always most noticeable when the spirit was introduced into a bottle capable of holding a much larger quantity, so that a considerable air space was left above the level of the liquid, pointed strongly to the fact that the deterioration in strength was due, not to chemical decomposition, but to the rapid elimination of

ethyl nitrite from the spirit, and its diffusion into the air in contact with the surface of the liquid. Two samples of the spirit were prepared on January 16, 1901, by the processes of the London and British Pharmacopoeias. The processes were slightly modified in order to obtain the greatest possible yield of ethyl nitrite. The products were diluted with 90 per cent. alcohol, and gave preparations 5 Cc. of which yielded 21 Cc. and 35 Cc. gas respectively. In order to test the effect of keeping under varying conditions a sample of each was disposed of in the manners under noted:

(1) A well stoppered 1-oz. white glass bottle was filled and placed in a cool, dark cellar.

Estimated on January 17 by the official process, 5 Cc. of spirit, eth. nit., P. L., yielded 21 Cc. gas, and on May 6, 19.8 Cc. The same quantity of the B. P. spirit yielded 35 Cc. gas on January 17, and 24.4 Cc. on May 6.

(2) Two fluid ounces was introduced into a well-stoppered green flint-glass bottle of 4-oz. capacity, and placed in a window facing east. In this case the results were:

P. L. spirit, January 17, 21 Cc. February 20, 13.6 Cc. May 1, 0.7 Cc.
B. P. spirit, " " 35 Cc. " 25.2 Cc. " 1 Cc.

(3) Eight fluid ounces was introduced into a well-stoppered green flint-glass bottle of 20 fl. oz. capacity, and placed on a shelf about five feet above an open fireplace in which a fire was burning daily. The stopper was taken out every morning and the bottle tilted as in the act of pouring.

Periodical tests showed a sudden drop, then a gradual diminution of nitrous constituents. Thus the P. L. spirit fell to 15 Cc. gas on March 18, and to 13.2 Cc. on July 1; the B. P. spirit to 25.2 Cc. on March 18, and 20 Cc. on July 1.

(4) Eight fluid ounces was introduced into a well-stoppered green flint-glass bottle of 40 fl. oz. capacity and placed on the top shelf of the pharmacy, near a window facing north. The stopper was removed daily, and the bottle tilted as in the act of pouring.

This afforded a corroboration of the experiments in (3), the losses being about 1 Cc. more, due entirely to the greater loss in the first fortnight.

(5) Two fluid ounces of spiritus aetheris nitrosi, B. P., was put into a stoppered green-flint Corbyn quart (capacity 50 fl. oz.) and allowed to remain at rest in the pharmacy, a little being abstracted from time to time for measurement of the gas.

The sample was tested on February 16, and 5 Cc. gave 33.6 Cc. gas; on February 18, 23.8 Cc.; February 20, 20.4 Cc.; February 23, 18.8 Cc.; March 4, 16 Cc.; March 13, 12.7 Cc.; March 27, 8 Cc.; and April 30, 0.8 Cc.

(6) Two fluid ounces of spiritus aetheris nitrosi, B. P., was introduced into a stoppered Winchester (capacity 100 fl. oz.) and allowed to remain at rest in the pharmacy, a little being abstracted from time to time for measurement of the gas.

Here, again, the losses corroborated (5). The decrease on February 18 was to 20.6 Cc. of gas, on March 27 to 5 Cc., and on April 30 to nil.

Harvey ("Chemist and Druggist," May 25, 1901, page 834) has shown that when a small quantity of solution of ethyl nitrite is put into a bottle and well shaken it loses in some cases 80 per cent. of its strength with startling rapidity. The authors have found that this loss in the case of the official spirit does not go on indefinitely. The very slight progressive diminution in strength shown by some of the samples kept under observation led them to the conclusion that, except when exposed to direct sunlight, very slight loss takes place after the superincumbent air has become saturated with the vapor, until fresh air is admitted into the bottle. Thus, some stock spirit was tested on December 3, 1900, and standardized to yield seven times its volume of gas. On May 17 this was tested, the bottle being one-third full. 5 Cc. yielded 17.6 Cc. gas. After being well shaken for five minutes 5 Cc. yielded 17.8 Cc. gas. Another sample tested in the same way gave 13 Cc. gas before agitation, and 12.6 Cc. afterward.

Harvey stated that the destructive action of direct sunlight upon the spirit may be prevented by keeping it in amber-colored glass bottles, as directed in the United States Pharmacopoeia. The authors put this statement to the test, and found that diffused light, however bright, has no chemical action on the spirit, but that exposure to direct sunlight is fatal. The observation by Harvey that amber-colored glass affords perfect protection to the spirit in all circumstances was confirmed.

ESTIMATION OF PHENOL WHEN MIXED WITH RESINOUS SUBSTANCES.

BY JOHN C. THRESH, M.D., D.Sc., ETC.

A little time ago the author desired to estimate the amount of phenol in samples of carbolyzed gauze, in which the phenol is "fixed" by aid of resin. A gauze which was said to contain 5 per cent. of phenol, when examined by the usual process, gave results which were not concordant and varied from 1.5 to 2 per cent. The usual process, described in Allen's "Commercial Organic Analysis," consists in dissolving out the phenol and other substances with ether, shaking the solution obtained with dilute alkali, liberating the phenol by acid and taking up with ether, etc. Upon mixing phenol with resin and trying this process, it was found to be useless for the purpose.

After numerous experiments the author devised the fol-

lowing simple process, which gave very concordant and accurate results:

"The gauze, about 20 grammes, was placed in a flask capable of holding about 700 Cc. of water, and 500 Cc. of water acidulated with hydrochloric acid added, and a few fragments of granulated zinc. Heat was applied and about 300 Cc. distilled over slowly. This practically contains the whole of the phenol, and it can be readily determined by the bromine process."

The zinc enables the boiling to be carried on steadily, and the gas bubbles, with a little manipulation, keep the gauze from matting together.

When testing the method the author mixed various quantities of phenol with an alcoholic solution of resin, poured the mixture upon some clean gauze, dried rapidly by shaking for a minute in warm air, and then introduced it into the flask. The results obtained were:

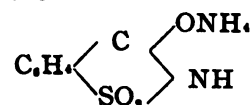
Calculated percentage of phenol in gauze.	Amount of phenol found.
6.0	5.88
6.0	5.64
4.0	3.75

There is undoubtedly a little loss of phenol in the drying of the gauze. This is well known by the manufacturers, and an access to phenol is added in order to insure the full percentage in the finished product. The samples certified to contain 5 per cent. by the manufacturers gave the following results: (a) 4.70, (b) 4.91, (c) 4.96, and (d) 4.86. It was found that the gauze in the center of each packet usually gave a little higher results than that from the outside, the loss being, no doubt, due to evaporation. The following results were obtained from various parcels:

Outside.	Inside.	Outside.	Inside.
1. 4.60.....	4.88	4. 5.03.....	4.90
2. 4.70.....	4.93	5. 4.76.....	4.96
3. 4.75.....	4.90	6. 4.40.....	5.40

No. 4 seems to indicate that the diffusion of the phenol through the gauze is not absolutely uniform. By passing a current of steam through the gauze inclosed in a glass tube and condensing the vapor fairly good results are obtained, but the process is neither so simple nor so satisfactory as the one described. The presence of resin does not affect the results, as the resin gives off no volatile matter combining with bromine. An aqueous infusion of resin, on the other hand, does decolorize a small quantity of bromine.

A New Sweetening Agent.—An English patent (*Pharm. Centralhalle*, xlii, 15, 234) describes an ammonium derivative of phenyl dimethanoyl sulphonimide (anhydride of benzoic acid sulphonamide) with the constitutional formula of



The product is said to be sweeter than saccharin, and less toxic than the latter.

The Phosphoric Acid Ester of Quinine has been prepared by a German chemical house by the action of phosphorus oxychloride on quinine. The product is sparingly soluble in water, alcohol and ether, more easily in chloroform. It readily forms salts with dilute acids and melts at 260 degrees C.—*Pharm. Centralhalle*, xlii, 15, 235.

Euguform is a fine, almost odorless, grayish-white powder, which is obtained by the action of formaldehyde upon guaiacol. It is recommended especially for dusting wounds, etc., in children when the injuries are so located as to be subjected to wetting, for it prevents the occurrence of eczema.—*Deutsche med. Wochenschr.*, 1901, page 329.

Cuprargol is a copper-protein preparation which, according to Emmert (*Schweiz. Corresp. Bl.*, 1901, No. 9) does not possess the manifold virtues of protargol, but is a very good astringent and antiphlogistic. It has given good results in eye diseases in the form of 1 to 5 per cent. solutions.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Bolletino Chimico Farmaceutico, May.

Some Incompatibilities of Exalgine. By Dr. Lino Collavo.—The author found that the liquefaction which takes place when exalgine and salicylic acid are mixed together is due to a purely physical cause—namely, to absorption of water from the air in which the mixture is kept. No chemical reaction takes place, and from the mixture pure salicylic acid and pure exalgine may be separated. The same facts are observed in mixtures of exalgine and menthol and exalgine with salol. No chemical reaction takes place, and no deliquescence is noted unless the temperature be 28 degrees or 29 degrees C. With chloral hydrate and with resorcin there is also a deliquescence, but in the case of chloral there is a chemical change, producing an unstable compound which is easily decomposed in watery solutions, if left standing at ordinary temperatures. With resorcin there is probably no chemical reaction.

Pharmaceutische Centralhalle.

Contribution to the Examination and Assaying of Homœopathic Mother-Tinctures. By Dr. J. Katz.—An account of the methods of testing and comparing the strengths of homœopathic tinctures.—(May 9 and 16.)

Test for Indican in Urine Containing Iodine. By Dr. Wilhelm Kollo.—Kuehne described a process for detecting the presence of indican in urine which contains iodine. He recommended the use of Jaffe's or Obermayer's method in such urines, but if the indican reaction is interfered with by the presence of iodine the latter is removed by adding to the liquid a drop of a ten per cent. sodium thin sulphate solution. The latter combines with the iodine, and the indican reaction then takes place distinctly. The author states that he had used this method for two years before it was published by Kuehne, and that he also discovered it independently. He described it in a book on urinalysis which he wrote with Altan. If with Jaffe's reaction for indican one obtain a violet color, showing the presence of iodine, the supernatant fluid is decanted, the chloroform washed twice with distilled water, and the latter decanted each time, and then shaken with equal parts of a three or five per cent. solution of sodium thiosulphate, taking care to shake gently so as to avoid the formation of an emulsion. The salt combines with the iodine and removes the latter, from the chloroform, so that the indican reaction appears distinctly.—(May 16.)

An African Hair Dye. By Dr. C. Bedall.—Under this label there is in the market a hair dye which consists of two bottles, one of these is filled with a colorless, clear fluid, the other with a reddish-brown fluid. After using this dye there was immediately a marked swelling of the face, the formation of small blisters on the forehead and neck, as well as on the face. On the following day there were febrile symptoms, and an enormous œdema of the eyelids, so that the eyes could not be opened for two days. The symptoms grew worse until the fourth day, when they began to decline. Medico-legal investigation showed that the dye was composed as follows: The reddish-brown fluid was of an alkaline reaction, and did not show the presence of any inorganic substance. The clear fluid proved to be hydrogen dioxide. The dark fluid was identified as paraphenyldiamine, a poisonous substance which has been sold under various names for cosmetic purposes.—(May 23.)

The Composition of the Fruit of Esculus Hippocastanum. By Dr. E. Laves.—Recent patents recommend the use of the horse-chestnut for technical and nutritive purposes, and it is therefore of interest to know the composition of this fruit. The author found that in one hundred parts of the fruit there are 9.4 parts of water, 4.6 parts of glucose in the free state, 45.0 parts of glucose existing in the glucosides, 0.78 parts of nitrogen, 1.1 part of tannin, 6.0 parts of tannin precipitated with lead acetate, 36.0 parts of glucosides (crude saponin), precipitated with ammonia and lead acetate, 33.0 parts of other glucosides, 6.0 parts of fat in the form of a yellow oil free from lecithin and 4.0 parts of a resin of intensely bitter taste, phenol-like, and strongly reducing copper.—(May 30.)

Pharmaceutische Post, May.

Syphons for Poisonous Liquids. By A. Gawalowski.—A syphon for poisonous liquids or for very corrosive substances has for a long time been in use when it is necessary to fill small bottles from large receptacles containing poisonous, especially fuming, fluids. The author describes various devices that have been invented for this purpose.

The Gravipetroscope as an Evaporometer. By A. Gawalowski.—Various forms of apparatus are used to determine the percentage of water which a substance loses by evaporation. Wild's atmometer is one of the most convenient of these. In a chamber at the lower part of the apparatus there is a piece of calcium chloride, and above it there is placed a scale whose pan serves to receive the fluid to be weighed. If, in addition to the volume and weight of the fluid, one also knows the area of the pan, one can not only calculate the weight and volume of liquid evaporated within a certain time, but also determine the percentage of surface evaporation. Accurate observations also require comparison of the existing barometric pressure, temperature and tension of water vapor. The author's gravipetroscope can also be used as an evaporometer. These instruments can be obtained of A. Kreidl, in Prague.

A New Method of Testing Saccharine was described by Gluecksmann at the recent meeting of the Allgemeiner Oesterreicher Apotheker Verein. In order to show the presence of the chief impurity of saccharine, parasympaminbenzoic acid, he uses a method based on acidimetric estimation. Both saccharine and the para-acid may be converted by the addition of alkalis to sulphaminpotassiumbenzoate of the same molecular weight, although these two substances have originally different molecular weights. Hence the commercial saccharines are probably nothing but mixtures of these two substances. One gramme of saccharine requires for neutralization 54.6 Cc., and one gramme of para-acid requires 49.7 Cc. of decinormal acidimetric solution. From the amount of fluid thus used for neutralization (c) the percentage of saccharine (p) is calculated from the following formula:

$$p = \frac{2.01 c - 100 G}{0.0018 c}$$

in which G stands for the absolute weight of the titrated saccharine. The most convenient quantity to be taken for this purpose is G = 3 or 5 grammes of saccharine, free from ash and from moisture. This quantity is dissolved in about thirty times the amount of pure neutral alcohol and titrated with phenolphthalein as indicator.—(May 5.)

General Principles in Editing the Pharmacopœia. Reports of the Pharmacopœal Committees of the Allgemeiner Oesterreichischer Apothekerverein and the Oesterreichischer Pharmaceutische Gesellschaft in Vienna.—The chief aim should be to obtain a perfectly clear and precise guide for the pharmacist. In the work of revision all suggestions that are received by the commission should be carefully considered, and all misstatements that have crept into the old edition should be corrected. The present committee believes that the addition of formulas for certain unofficial preparations to the Pharmacopœia is not advisable, and that all the articles included in the Pharmacopœia should be required to be kept on hand in every pharmacy without exception. As regards certain articles which are sold over the counter, it is not advisable to publish set formulas for them because their composition and preparation varies with the local demands. All such formulæ should be kept where they belong,—in a formulary for non-official preparations published by the national pharmaceutical societies.

As regards the text of the book, the committee recommend that the Latin language be used in the next edition of the Austrian Pharmacopœia. In the nomenclature the scientific names of the various substances shall be used, but names that are too long should be avoided. In addition to the special tests for chemicals, the reactions with group-reagents should be given. The admission of a general alkaloidal reagent is strongly recommended. The qualitative tests should be performed with solutions of prescribed percentage and vague expressions such as "slightly turbid," "opalescent," etc., are to be avoided as far as possible. In quantitative tests the limit of variation, minimum and maximum, should be given. In the description of drugs the specific diagnostic feature of each should be printed in italics, so as to facilitate distinctions between similar drugs. The microscopic features should only be given where they are necessary for positive distinction. The methods of assay of the important drugs should be such as do not require complicated apparatus nor a too great quantity of material. In the descriptions pertaining to the methods of preparation of galenicals, all the conditions essential to the successful preparation should be mentioned. No quantitative requirement should be placed upon any galenical unless the corresponding requirements exist for the material which is used in its preparation.—(May 19.)

Pharmaceutische Zeitung.

The Constitution of Some Compounds of Mercury that Are Important in Pharmacy. By Dr. Otto Dimroth. The author confines himself to the discussion of the mercuric compounds that have been used of late in medicine. He divides them into two groups, the first including salts which give mercuric oxide on the addition of sodium hydrate, and the second salts which do not give this reaction. The former includes the ordinary mercuric salts, such as the chloride, the sulphate and the nitrate, and the mercuric salts of the common organic acids. In the second group there is a series of well-known compounds which may be called complex mercuric salts, such as mercuric-potassium-iodide, mercuric-sodium-sulphite, and several others of like character. In addition there are in this group the ammonium compounds of mercury (white precipitate) and the compound of mercury and aniline,—mercuranilin, and also mercuric formamidate, mercuric and cyanide. In another group of compounds of the same class the mercury is combined with carbon such as in mercuric phenolate, mercuric salicylate, and others. The author found that aromatic compounds of mercury may be easily obtained by heating aromatic substances with mercuric salts, particularly with the acetate or nitrate; thus,

with benzol and mercuric acetate, phenyl mercuricacetate may be obtained. With toluol and mercuric acetate he obtained toluol-mercuricacetate. He also found that mercuric phenolate was a mixture of the oxides of three compounds—namely, ortho-oxyphenyl-mercuric-chloride, para-oxyphenyl-mercuric-chloride, and oxyphenylendi-mercuric-chloride. If we regard mercuric phenolate as a compound of mercury and carbon its strange behavior toward reagents, its resistance against alkalis and acids, against sulphureted hydrogen and ammonium sulphide, is explained. In the same manner, mercuric thymoloacetate is to be regarded as thymol in which two atoms of hydrogen in the benzol ring have been replaced by the remainder,— $\text{Hg Co}_2\text{CH}_3$. The same holds good for resorcino-acetate, and for mercuric naphtholate. The mercuric salicylate which is official in the German Pharmacopœia is in reality mercur-salicylic acid and differs in many respects from the true natural salicylate. The change in nomenclature suggested by this fact should be adopted also as regards the phenolate and other organic compounds of mercury. "Asterol" and "hydrargyrol" are compounds of paraphenolsulphonic acid. The former is a double salt of hydrargurol with ammonium tartrate, and both are sold as disinfectants.—(May 1.)

The Preparation of Liquor Cresoli Saponatus. By O. Schmattola.—The German Pharmacopœia prescribes that in preparing saponated solution of cresol, potassium soap be melted on the water-bath and the soft soap then dissolved in the cresol. In making this solution on a large scale it is cheaper to prepare the soap freshly and to add the cresol before it becomes hard. A very small amount of cresol suffices to make the soap perfectly liquid, so that the warm solution can be added to the rest of the cresol. It is not even necessary to complete the saponification before dissolving the soap. The linseed oil is boiled with lye of moderate strength (15 degrees of the German scale) until the mixture begins to foam, and until a sample gives a clear solution with equal parts of cresol. The addition of alcohol to the soap is unnecessary. The unfinished potassium soap is allowed to stand mixed with the cresol for a day or two, and shaken until a sample gives a clear solution with distilled water.—(May 4.)

The Examination of Meat in Cases of Meat Poisoning. By G. Wesenberg.—As a rule, the poisonous constituents of these meats cannot be isolated chemically, we must rely upon a bacteriological examination. This should be made only by persons who are properly trained in practical bacteriology. In most cases of meat-poisoning the meat came from diseased, septic, animals. In these cases there were usually microbes of the bacillus type in the meat, and the animals were known to have been infected with these germs during life, so that the meat poisoning was due to germs transmitted directly from the animal to the consumer. In other cases the germs were introduced into the meat accidentally, after the death of the animal. Flies may infect the meat with bacteria, if it is allowed to remain exposed. The intestines used in making the coverings of sausages are also a great source of infection. Boiling or roasting prevents putrefaction by destroying the germs, but the opinions of various observers differ as to the effect of smoking and salting on meat, as regards its preservation and the avoidance of meat poisoning. Salting, however, certainly inhibits the growth of germs, and probably dissolves some of the meat poisons. Smoking and drying is generally regarded as a good way of destroying germs, but the bacillus of tuberculosis is not destroyed thereby, nor is its infectious character weakened. Meat should be subjected to a bacteriologic examination twenty-four hours

after slaughtering, whether the animal was known to be healthy or not.—(May 29.)

The Histochemistry of Black Hellebore. By Dr. Carl Rundquist.—Black Hellebore contains a principal glucoside, helleborein, and another glucoside, helleborin, which occurs only in small quantities in the plant. Both glucosides are soluble in sulphuric acid, the former with a brownish-red color which turns to violet, the latter with a bright red color. In microchemical work the violet color is very characteristic, and is a means of distinguishing the presence of helleborein. The author examined sections of black hellebore from both fresh and dried material, using sulphuric acid diluted with from one-half to two-thirds of its volume of water. He found that the subterranean parts of the plant are much richer in helleborein than those which project over the surface of the ground. The change of color was found to occur only in the starch-bearing parenchyma cells, not in the cell membranes, showing that the latter were free from glucoside. In the epidermis and in the vascular bundles no glucoside was found. The maximum amount of glucoside was found in the inner layers of the root, diminishing toward the point. In the lower part of the stem the distribution of glucoside was identical with that obtaining in the root. The amount of glucoside diminishes as one ascends the stem, and the center of localization is displaced gradually as one goes up, from the inner layers to the outer, so that at the ends of the stems and in the leaf-stems the glucoside is found immediately beneath the epidermis. In the leaves it is found only in the epidermis. The formation of the glucosides is only possible in the presence of light, and is absent if the leaves be kept in darkness. The examination of a sample of the root which had been kept for ten years showed that it had lost all its glucoside. The hybrid species, which is called by German gardeners "Christrose," also contains these glucosides, and may therefore be used in pharmacy.—(May 29.)

Repertoire De Pharmacie, June 10, 1901.

Araucaria Rulei, F. V. Mueller, *A Plant of New Caledonia; The Composition and Uses of its Gum Resin.* By Edouard Heckel.—Ten years ago the author showed that various species of *Araucaria* exude not a gum resin, but an oleo-gum-resin similar to that of *Acacia*. In the various species of this plant the composition of the oleo-gum-resin is always uniform qualitatively, but differs as to the proportion of one or another element. Moreover, the volatile oils vary in each species, and the exudates differ in physical properties. The author received from New Caledonia three samples of the solid gum-resin of *A. Rulei*, which differed in external characteristics. The amount of resin varied between 43 and 53 per cent., that of gum between 34 and 42 per cent. The New Caledonian species of *Araucaria* (*A. Cookii* and *A. Rulei*) can therefore be regarded as sources of supply for gum for European industry. The oleoresin may also be used as carriage varnish, and gives a coat that never cracks. It is cheaper and better than copal.

Drugs and Oxydases. By P. Carles.—In 1900 Bourquelot published a paper on the changes which medicinal substances undergo thorough oxidation, and showed that these changes are due to the presence of oxydases. Bourquelot divides oxydases into three or four distinct groups. Some of these are found in vegetable drugs, and even in animal secretions. In some vegetable substances they disappear by desiccation, in others they remain after drying. In the latter class are the gums, myrrh, incense and most seeds. Alcohol in the strength of 50 per cent. does not paralyze their action, but heating to 100 degrees C. sterilizes them. Physicians should know this, so as to

avoid mixing gums, etc., with phenol derivatives, for example. The pharmacopœias should also direct to have the alcoholic solutions of resins made in boiling alcohol, so as to sterilize the oxydases. Some oxydases are, however, considered as beneficial, and the difficulty is to distinguish these from those that injure drugs. The alcoholic preparations of cola, for instance, without doubt undergo changes due to oxidation—there is in a short time a decomposition of the caffeine. In preparing extracts, etc., with boiling alcohol, we must be sure that the high temperature of the menstruum does not injure the preparation in some way.

Permanent Ointments with Insoluble Active Constituents and Petrolatum Bases. By Ed. Crouzel.—A short time after the preparation of the following ointments with petroleum bases there is a separation of the ingredients as attested by the presence of granules: calomel, mercuric biniodide, red and yellow precipitates, lead iodide, boric acid, and other insoluble mineral substances. This physical phenomenon may be explained by the difference in density which exists between petrolatum and the mineral substances in question. In order to increase the density of the medium, the author suggests the addition of twenty per cent. of hard paraffine. Such ointments do not become liquid in summer, and only melt on prolonged contact with the warm skin when they are rubbed in. The advantages of his modification are especially noteworthy in eye diseases. They are more easily applied to the cornea or to the eyelids than ointments that melt more readily. Some oculists for the same purpose add lanoline to the petrolatum, but this substance is not so unalterable as paraffine, becomes yellow and resinous on contact with air, and therefore the author's method is to be preferred.

Pharmaceutical Journal, August.

Note.—In this department of the AMERICAN DRUGGIST for August 12 the items on page 83, headed Assay Process for Ex. Cinchonae Liquidum and Electro Chemical Industry, belong properly among the articles abstracted from the *Pharmaceutical Journal*, instead of the *Pharmaceutical Era*, to which journal they were inadvertently credited.

Professor Elie Metchnikoff: An Appreciation. By an English Pharmacist in Paris.—Professor Metchnikoff, whose researches on the function of the leucocytes are well known to the majority of our readers, has been awarded a prize of 50,000 francs by the *Académie de Sciences*, a circumstance which has prompted the writer to give some particulars of his career and life work. Professor Elie Metchnikoff was born in Russia in 1845, commenced his studies there and became Professor of the University of Odessa. He then went to Germany to continue his studies and finally removed to Paris at the urgent request of his admirer and friend, Pasteur, and at the foundation of the Pasteur Institute took up the post of Chef-de-Service. Professor Metchnikoff has done more than any other living mortal to tackle that intricate problem, "life," and help to prolong it by seeking the means to combat the causes which bring about the decay of certain organs of the human body. By a series of scientific operations he has already made remarkable progress toward the discovery of serums which impart in a marked degree to different organs of the body the power to defend themselves against the attacks of disease. This "appreciation" reviews the theory of leucocytosis advanced by Metchnikoff, and the article is embellished with portraits of Metchnikoff and Du-jardin Beaumetz.

On Keeping Chemists' Accounts. By E. C. S. Tay-

lor.—This is a continued article describing a system of bookkeeping for druggists, the opening installment of which relates to the keeping of the cash book.

Conference Papers.—The papers communicated at the Dublin meeting of the British Pharmaceutical Conference are printed in this issue, and as a majority of these will be either printed in full in the AMERICAN DRUGGIST, or summarized, we refrain from reviewing them in this department.

Pharmaceutical Era, August.

Show Window Advertising. By Dwight Darling.—The author considers the show window the most powerful medium for gaining publicity, but is of opinion that many druggists spend too much time on their window displays. He has found that a simple display taking less than thirty minutes to arrange will sell as many goods as one taking several hours. The most important thing to be regarded with reference to a good window display is that it should be made up of a number of articles of the same kind or class. A card giving the price and a few words about the article should accompany the display. There are many things in the way of sundries that retailers in the smaller towns can display to advantage. The author recently bought two dozen of small mirrors. He put them in the window and priced them at "25 Cents For One Week." At the end of the week he had sold twenty of them. They cost him \$2.00 per dozen, and it took him about ten minutes to put them in the window. Equally good results were obtained with articles like whisk brooms, tooth and hair brushes, soaps, etc. The price card he refers to as a very important aid in selling goods from a window. As to the length of time any given display should remain in the window, he considers a week fully long enough. If left longer the people might get tired of it, or think that the druggist was a little behind the times.—(Aug. 8.)

How to Make the Drug Store Pay. By Charles F. Pfister.—After a column or more of the usual generalities, the author summarizes his advice as follows: (1) Attract customers through window displays, cleanliness and well lighted stores; (2) keep customers by courteous treatment and prompt attention; (3) keep your stock up to date; (4) deal with more than one wholesale drug house; (5) buy in quantity lots, by combining with friends; (6) discount bills; (7) attend strictly to business.—(Aug. 8.)

Accumulation of Old Stock. By J. T. Pepper.—The author refers to the gradual manner in which stock collects and becomes unsalable, or at least depreciated in value. The chief source of loss is the stock composed of patent medicines and sundries. He advises putting the old goods to the front and making it an object to get rid of these first, even if the price has to be cut to do it.—(Aug. 15.)

How to Make a Drug Store Pay? By P. A. Lignell.—An interrogation mark at the end of the title is a novelty in this series, which is refreshing, even though its appearance may be objected to by some on grammatical grounds. The author traverses old and familiar ground, advising his readers to buy in quantity and sell for cash; to study economy and instead of hiring a first-class head clerk be one's own head clerk and devote fifteen hours a day to the store. The treatment of physicians is a question on which, he says, a great many stumble. It is either one extreme or the other; either pandering to one exclusive of all others or bidding defiance to all by offensive counter prescribing. The middle course is the best. Treat all alike and sell them goods at absolute cost. In regard to advertising the author recommends the use

of the daily newspapers, pamphlets, booklets, etc., only if the druggist has the knack of advertisement writing. If he lacks this knack he had better spend his money on beautifying the store, window dressing, illumination and good help.—(Aug. 15.)

A Profitable Side Line in Small Towns. By Ben G. Jones.—This refers to the sale of optical goods. The author says that spectacles lead first in profit and quick sale, and "any druggist can with a little 'posting' be able to fit any simple case of presbyopia, hypermetropia or myopia as well as the average oculist. Regarding the instruments in use for testing eyes he says the optometer is as cheap and simple as any and will answer the purpose very well until a better one can be afforded. It will test for presbyopia or old sight, and myopia or near sight. In testing for hypermetropia Snellen's distance test type is very satisfactory. Both optometer and test type may be obtained from any optical house, the former costing from 35 to 50 cents, and the latter 15 cents. Profits run from 200 to 500 per cent. Cameras, telescopes, microscopes, etc., are included under the head of optical side lines and are profitable in certain places.—(Aug. 15.)

Emergencies in the Drug Store, and How to Treat Them. By B. K. Van Naten, M.D.—This is the substance of a paper read before the graduating class of the School of Pharmacy of the University of Michigan, which describes first aid treatment of persons suffering from shock or poisoning. In a preliminary paragraph he gives some sensible advice in regard to the exercise of presence of mind on the part of the druggist, when a patient is carried into the store followed by the usual crowd. He should first clear the store, insisting upon the crowd leaving. If help is wanted send for a doctor. Tell him what you have done, and then freely and entirely turn the case over to him. The symptoms of fainting, shock, heat exhaustion, apoplexy, drowning, wounds, hemorrhage and poisoning are described in turn, and the immediate and appropriate treatment for each condition is set forth briefly but sufficiently.—(Aug. 15.)

Bulletin of Pharmacy, August.

Syrup of Tolu. By Frank B. Styles.—The author deviates from the pharmacopœial directions to the extent of dissolving the balsam in the alcohol by agitation and without heat. When the solution of balsam is effected it is poured on a portion of powdered sugar and precipitated calcium phosphate, which is contained in a large mortar. The mortar is allowed to stand in a warm place with occasional stirring until the alcohol has evaporated. After a fine, dry and dusty powder is obtained 600 Cc. of water are added, and the mixture prepared for percolation through cut loaf sugar. The author describes a "sponge trick." A small bleached reef sponge is selected, and after being wetted and wrung out as dry as possible is compressed to a tapering shape by winding a piece of string around it. Grasping the sponge firmly near its base between the thumb and fingers of the left hand with the right hand the string is wound around the sponge in close spiral formation, working toward the apex and compressing the sponge meanwhile. After winding a short end of the string should be hanging loose. Now while holding the percolator with the right hand, with the left insert the sponge into the neck of the percolator, allowing the loose end of the string from the apex of the sponge to pass down and out of the neck. The string can then be seized with the right hand, and at the same time the left hand can grasp the apex of the sponge, whereupon by careful manipulation the sponge may be placed exactly where it is wanted. The string is unwound by reverse movement, and the sponge left in the desired position. (To be continued.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Clear Mucilage of Tragacanth.—McG. asks us to state how a heavy mucilage of tragacanth, about the strength of 100 grains to the pint, can be made of a translucent appearance, bright and clear and free from the dingy look that characterizes the article he is now making. He says he uses a powdered gum, reasonably white, and what seems to him of a fairly good quality, but the mucilage prepared from it has a dark, dirty appearance.

The translucency and clearness of mucilage of tragacanth depends a good deal upon the quality of the gum employed. The ordinary powdered tragacanth of the market will not give good results, it being usually ground from the cheaper sorts of Turkey gum, and if a really satisfactory article is desired the powder of Aleppo gum should be used. This costs a little more, but the results usually justify the expense. We should, indeed, recommend our correspondent to procure the powder of Aleppo No. 1 tragacanth, when, we feel certain, satisfaction will follow. Then as to the proportion of gum to water it is difficult to make a heavier mucilage than he now makes. We even think he would get better results by slightly reducing the amount of tragacanth to, say 96 grains of tragacanth to the pint instead of 100 grains. The mucilage is best made, too, by first incorporating the powdered tragacanth with a little alcohol before adding the water—three drachms of alcohol to the pint of finished mucilage will be found sufficient. The tragacanth should be placed in a dry bottle and the alcohol poured on top; after mixing, add enough water to make 16 ounces and shake immediately. The object of adding the alcohol is to facilitate the quick production of the mucilage, while it also acts as a preservative.

What Would You Dispense for This?—"Orange" submits a prescription of which the following is a *fac-simile* reproduction, and asks us to comment on it. The puzzling part of the prescription to our correspondent is the first ingredient, which he says has been variously interpreted as "calamine," "alumine," "atropine," etc. The prescription:

10/4. AUG 7-1901
R. Williams J. I.
Alumina B.T.
M. L. Eye Drops
his dupl. here
Cal

We would like to have the opinion of our readers as to the proper reading of the first ingredient named in this prescription, and we shall be glad to publish any replies that may be received in the next issue of the AMERICAN DRUGGIST.

"Solid Formaldehyde."—In reference to the query of F. W. B. printed in the AMERICAN DRUGGIST for July 22, page 54, William Polack, of 137 Throop Avenue, Brooklyn, writes as follows: "Formaldehyde may be solidified by incorporating it with powdered castile soap, and it may be made stronger than 40 per cent. The

addition of a little glycerin will keep the mass for a long time."

Our correspondent appears to overlook the fact that the commercial preparations of formaldehyde are not stronger than 40 per cent., and while it is possible to make a mass of the kind proposed of a strength exceeding 40 per cent. of a 40 per cent. solution, it will not actually contain 40 per cent. of formaldehyde.

A Complicated Reaction.—Prof. J. M. Good has had the following prescription submitted to him for criticism in the *Meyer Brothers' Druggist*, and his reply is given in the August number of that journal, as follows:

Liq. potassii arsenitis.....	f3iiij
Tr. ferri muriat.....	f3iiij
Potassii bromidi.....	f3iv
Quininae sulphat.....	3i ss
Spt. vini rectificat, q. s. ad.....	f3iv
Mix.	

Fortunately the compounder is not directed to "make a solution." The alcohol will dissolve about one-half of the quinine and a few grains only of the potassium bromide. Fowler's solution and tincture of iron are incompatible. These observations condemn the prescription.

There is more to condemn in this prescription than has been noted by Professor Good, who has evidently arrived at a hasty decision in the matter, for he says nothing about the probable interaction of the quinine and potassium bromide, not to mention the apparent incompatibility of the tincture of ferric chloride and the potassium bromide, with liberation of bromine. The arsenical solution difficulty might be obviated by using acid solution of arsenic.

Typewriter Copying Ink.—S. P. L. A recent publication gives the following ingredients as the composition of typewriter copying ink:

Transparent soap.....	3i
Glycerin.....	f. 3iv
Water.....	f. 3xii
Alcohol.....	f. 3xxiv
Aniline dye, a sufficient quantity.	

Dissolve the soap in the water and glycerin with the aid of heat; dissolve the aniline dye of any desired shade in the alcohol and mix the two solutions. If the ink is too soft add more soap.

Palatable Mixture of Creosote.—B. M. D. requests a formula for an elixir or palatable mixture (not emulsion) that will mask the odor and taste of creosote in the strength of 1 minim of creosote to the drachm of finished mixture.

Such a mixture is furnished by the formula for Creosote Mixture of the Philadelphia Hospital, which is as follows:

Creosote.....	minims 32
Glycerin.....	oz. 1
Elixir orang.....	oz. 1
Alcohol.....	oz. 1
Oil almonds, bitter.....	drops, 16
Tincture cardamom, comp., to measure 4 oz.	
M.	

The Study of Engineering Chemistry.—H. L. R. writes: "What text books would it be most advantageous for a pharmaceutical chemist to study with the idea of becoming a chemical engineer?"

We have referred this inquiry to several authorities on chemistry and metallurgy, who kindly name the following books: Stillman's "Engineering Chemistry," Chemical Publishing Co., Easton, Pa. (\$4.50); Phillips' "Engineering Chemistry," D. Van Nostrand, 23 Murray street, New York (\$4.00).

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

FIND THE FAULT.

THOSE who have been advertising to some extent for some time, and who are unable to see results from their effort, should lose no time in finding out where the trouble lies. As a rule there is some definite reason why results are not secured.

Returns from advertising are not quite as certain as the returns of the seasons, but any man who advertises at all adequately for a year should be able to see that he is making an impression. If he does not see this he may well suspect that something is wrong. Most advertisers who fail, fail because they are not systematic and persistent in their efforts.

This is the one great cause of disappointment. Another common difficulty is that not enough work is done to create an impression. Advertisers have a way of expecting too much from too little expenditure. The trouble is often in the choice of mediums. Circulars being used when newspapers should be employed, or papers used where circulars would do better, or where both would do best. The thing is to see to it that you reach just the people you are after and that you waste as little money as possible on those whom you cannot expect to influence. Where the advertising is adequate and persistent and the medium such as to cover the field, the cause of failure can usually be found nearer home in something about the business that repels trade. It does not pay to be blind in this matter. I have often been told with evident earnestness by druggists that their store was the best, best located and most deserving in their town, when an examination of the conditions showed that something very different was the truth. Most merchants underestimate the strength of their competitors and at the same time overestimate themselves. This obscures the faults of their business, and it often happens that a small fault will drive away more business than advertising can bring. Those who are poor stock keepers, who are careless as to the appearance of their stores, who are satisfied with incompetent help, who possess little of the art of salesmanship, and who overlook its absence in their employees, cannot expect much from advertising. Nine times in ten where a man is found who has lost faith in advertising, an investigation will show that he has not seen to it that conditions for its success were made favorable; he has hampered it in some of the ways here suggested.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggists' advertisement. The prize is this time awarded to O. E. Thomas, Columbia, S. C.

CRITICISM AND COMMENT.**EDITOR BUSINESS BUILDING:**

We are very much interested in your department in the AMERICAN DRUGGIST. We send you some of our advertising to be entered in competition. We use 10 inches three times a week in our morning paper and change each week. We use cuts once a month. Have often obtained direct results from special ads. We do a very profitable drug business, and the largest ice cream business in the State. This has clearly demonstrated to us that a druggist can profitably conduct a side line if he will give it his personal attention. We will from time to time send you in some of our work, as we consider you

a specialist in drug advertising, one who is most familiar with the kind being done by the average retailer in the line.

O. E. THOMAS.

Columbia, S. C.

The batch of advertising submitted by Mr. Thomas was, as a whole, the best for this issue. It consisted of newspaper ads, soda booklet, fountain menu, and one or two other pieces. As the text of the booklet is apt to be of most service to readers, that is reproduced. The booklet borrows in a few places from one issued by myself several years ago, but is essentially original and has been gotten up in an attractive manner.

The illustrated newspaper ad is a trifle too general in

SODA FOUNTAIN SUPERIORITIES.—We've served the best soda hereabouts for several seasons. Our new fountain—a wonder of elegance and practicability—is the result of our soda serving experience. It is builded along lines which years of good soda serving suggested would enable us to dispense still better soda.

Pure, full charged, carbonated water is as necessary to good soda as pure fruit syrups. Our new carbonating apparatus—the only one in the State—manufactures the carbonated water only as fast as we use it. Claretade 5c.—Our Newest. "Meet me at the Fountain," Thomas' Drug Store.

CLEANLINESS—COLDNESS.—It is always ready, we can never be "just out." It is cooled by the latest perfected cooling system, which gets all the cold out of ice and robs it of all refrigeration, producing a dry cold—the coldest cold known—soda of sparkling freshness and purity.

Water, absolutely pure, which touches nothing but block tin from the time it leaves the carbonating apparatus till it streams into your glass, is responsible for at least one superiority of our soda. Claret Phosphate 5c.—Refreshing. "Meet me at the Fountain," Thomas' Drug Store.

GOOD SODA REQUISITES.—The way it's served; a nice, clean, attractive and elegant fountain; attendants with the same attributes; a cool, ample, attractive store; and good soda.

These qualities are actualities here. Our superiority in these is noticeable. They act as an appetizer. When these are missing, soda doesn't taste as good. These have been emphasized here. They form a part of our inducement for your soda trade this coming season. Sherryade 5c.—Delicious. "Meet me at the Fountain," Thomas' Drug Store.

EXAMINE OUR FOUNTAIN.—Good soda should be as pure as the taste is good. The qualities that have made this drug store a safe drug store are the same which made the best soda-serving possible here.

This fountain—the wonder of soda fountain manufacturing—ample—beautiful—practical—attractive—unusual, is worth seeing. It was built to draw the best soda possible, and it is impossible to build another one which could draw any better soda. Red Grape Juice 5c.—Unfermented. "Meet me at the Fountain," Thomas' Drug Store.

KINDS AND COST OF GOOD SODA.—Think of all the kinds of drink you ever saw served at a soda fountain and your estimate will fall short considerably of the number of different kinds served at our fountain.

Our facilities for dispensing bottled drinks like all mineral waters, ginger ale, etc., are unequalled anywhere else in the South. Our refrigerator with a capacity of 600 pounds of ice and constituted to meet the needs suggested by years of good soda-serving, is a model of cleanliness and of the art of cooling. Bottled goods stored in it are kept absolutely dry-cold, which means cold that has the least effect on changing the character of the goods being cooled. Limeade 5c.—Best of all. "Meet me at the Fountain," Thomas' Drug Store.

MINERAL WATERS, ICES, FANCY DRINKS.—Ice cream and ice cream soda—the product of our own facilities. We make our own ice cream—that's why a glass of ice cream soda costs only five cents here—It's why our ice cream soda is the best served round-about here. Our equipment for serving ice cream is perfect. Charming table service, ample room, absolutely the cleanest, coolest and most attractive place in the city. Our ice cream is 10 cents.

We serve no 10 cent drinks. We've worked on the problem of serving the best soda until we've solved it to the satisfaction of the public both as to price and quality. Sherry, Pistachio, Victoria Ice Creams.—New and dainty. "Meet me at the Fountain," Thomas' Drug Store.

FOUNTAIN ATTENDANCE.—When properly looked after this includes a score of details which have their bearing on serving the best soda.

The attendants at our new fountain understand thoroughly all about soda and how to serve it properly. They're quick and accommodating.

Some people like a long glass of soda, others prefer lots of "fizz." Mention your preference to the attendant and you'll get just what you wish.

The arrangement of the fountain accessories—important, too—is here made a work of art. The grotto with multiple mirrors in the center of the fountain suggests coolness and is really one of its leading attractions. Pineapple Snow 5c. "Meet me at the Fountain," Thomas' Drug Store.

SATISFACTORY SERVICE.—Every drink is served right up to the top notch. Nothing is omitted in the way of attendance or ingredients or accessories which can detract from the effect of serving soda in the best manner.

Clean, thin glasses, which when not in use are placed in an automatic washer—away from flies and heat—always ready for the best soda-serving, because always clean and cool. "Meet me at the Fountain," Thomas' Drug Store, 1611 Main Street, Columbia, S. C.

character to be of much value, though such ads are often desirable by way of variety. The cuts detract from rather than add to the strength of the ad. The effort to fit the matter to the cuts is too evident. That is what is the matter with the use of cuts as a rule. Any druggist will do better to invest what cuts cost in some attractive borders and a few fonts of new display type. By this means the ads can be given a distinctive character not otherwise obtainable. This change would be especially desirable in this advertising case. The ad as at present set looks commonplace.

IN THE CATSKILLS.

Thos. D. McElhenie advertises Twilight Park, and incidentally his pharmacy, in the Catskills, by means of a characteristic folder, one page of which is given to a unique wash drawing entitled "How the Cats Kill Time in the Catskill Mountains." This little ad gives a glimpse of the pleasures of pharmacy in this idyllic region:

The very hub and center of the whole district is the Twilight Park Pharmacy, where almost anything may be found from a Seidlitz powder to a sun-bonnet. It is the most popular resort in the mountains for the ladies, who derive great enjoyment from "just snooping around the drug store." They always find some nice things, and they have the pleasure of picking from a picked stock. New features this season will be fine china and burnt leather goods bearing pictures of Twilight Park, Haines Falls and Rip Van Winkle. These goods will be made for the pharmacy only, and not sold elsewhere. The best of medicines and the best of care in putting them up for those who need them.

It would make an unwieldy list to tell what we have. Come and see, no matter what you want.

MORE ARGUMENT DESIRABLE.

A. W. Preston, Ballard, Wash., submits a number of pieces of advertising of fair quality. There is a chance for improvement in the introduction of more argument or facts relating to this store in particular. Most of the advertising sent by a mere change of name would answer equally as well for anybody else. Where this can be done a certain vital quality is lacking that should be found. The test is one which any merchant can apply to his advertising, and if applied, may cause him to dig a little deeper into his business for those facts which apply to it alone.

Mr. Preston has a series of cartons of various sizes in which he incloses finished prescriptions. This carton bears his address only. It might well carry a little talk on his prescription department, something of the character of that given in the criticism which next follows. It gets favorable mention of the prescription department before people at just the time when they are apt to be most impressed by it.

A PRESCRIPTION FOLDER.

Richardson & Harris, David City, Neb., send a neat four-page folder which they inclose with each prescription leaving the store. This is a good plan and the folder answers its purpose well. It would have been slightly more attractive had a uniform style of setting been maintained throughout and had the amount of matter upon the pages been more nearly equal. Two of the paragraphs are as follows:

The confidence you have shown by intrusting to us the filling of this prescription is greatly appreciated. It is filled just as your doctor has directed, and none but the best and purest drugs have been used.

Our charge for filling this prescription is just and reasonable, and is based upon the cost of the drugs used in compounding it.

A PLEASING ANNOUNCEMENT.

David R. Dorn, Cooperstown, N. Y., sends copy of a circular prepared to announce his advent in business. It is a graceful and forceful little talk that covers the ground almost perfectly, and is sure to make a favorable impression upon the reader.

It could have been made more attractive by putting in the form of a folder instead of a single sheet, with just a sentence on the first page and the body on the third page. But matter as good as this is quite sure to get a respectful hearing if well printed in any form.

SUBURBAN ADVERTISING.

EDITOR BUSINESS BUILDING:

Ours is a town of about 5,000 inhabitants, half of which are foreigners. We are about one mile from the city of Wilkes-Barre, a city of 50,000. We have no paper here, but the city papers have a large circulation. They run a letter every day from our town, and I advertise in that column. Costs me 5 cents a line. I limit my ad to four to six lines per day, changing once and sometimes twice a week. What plan would you recommend to do the most good for such a limited space. I find much to interest me in your department, and any pointers would be much appreciated.

John Lohmann.

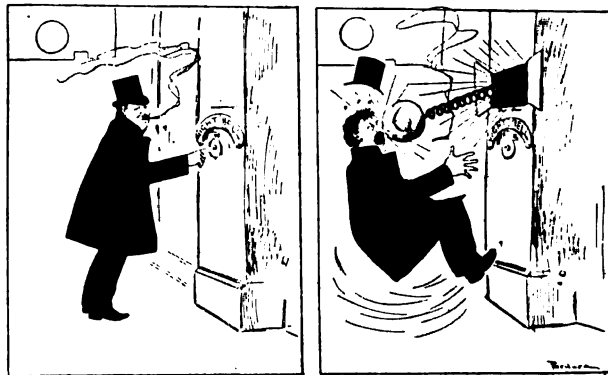
Edwardsdale, Pa.

You should be able to get some good from the newspaper work, but I am of the opinion that the method is too indirect to show noticeable results. Direct advertising would be more expensive, but if followed up properly would be quite sure to pay more, proportionately, than the work you are doing. If you were to compile a list of all the families in your town that you could reasonably hope to influence and send them a good circular each month for a year you would be sure of results. It would cost quite a sum, but advertising that pays costs nothing in the long run, and I have never known a well conducted campaign of this sort to fail. Both the newspaper and circular method would be advisable if the business will stand it. It is usually well to make a business stand all the advertising possible if one is determined to win.

If the locals only are employed, those you are now using are good. You can make them somewhat more distinctive by having the printer set the first three or four words of each in boldface type. Better change each day. Costs no more and does more good. If you wish to repeat a subject several days do so, but say something different about it each day.

MODEL CUT-RATE ADS.

From Jacobs' Pharmacy, Atlanta, comes a three-column ad that is an excellent example of what such advertising should be. A special bargain in rubber goods is displayed across the top of three columns. Beneath in single columns are arranged all the other items. The body of the ad is chiefly lists and prices, with here and there brief comment to vary the monotony and to emphasize merits of some of the items advertised. The ad has the strength of simplicity.



A New Idea in Night-bells—How it Strikes the Rounder.

NEWS OF ASSOCIATIONS.

PROGRESS OF THE N. A. R. D.

Arrangements for the Annual Meeting in Buffalo—This Year's Meeting Promises to Be One of Great Importance—Pushing the Work of Local Organization.

As has already been announced, the 1901 convention of the National Association of Retail Druggists will be held in Buffalo, N. Y., October 10-12, 1901. The business sessions will all be held in the City Convention Hall, including the committee meetings. The Convention Hall furnishes ample accommodations for all convention purposes, and it is believed there will be no other official headquarters, though this matter is still in the hands of the local Entertainment Committee. The chairman of the committee is H. J. Dimond, 330 Connecticut street, Buffalo, to whom all inquiries about accommodations should be addressed.

A circular giving full particulars as to cost of transportation, hotel rates and all other needed information will shortly be issued and will be furnished by Secretary Thomas V. Wooten, 153 La Salle street, Chicago. Next to the organization convention the annual meeting of the year 1901 will be the most important event in the history of the N. A. R. D. A great many delegates have already been appointed, and it is likely that the attendance will outnumber many times the attendance at any past meeting.

WORK OF ORGANIZING BEING VIGOROUSLY PUSHED.

In January last the Executive Committee of the N. A. R. D. authorized Secretary Wooten to begin at once the work of organization outlined by the National Association at its Detroit convention. As an experiment a competent man was engaged to organize county associations of druggists in the State of Indiana. This experiment having proven satisfactory the Executive Committee decided upon extending the work to other States as rapidly as possible, and the work has been pushed vigorously. There are now fourteen men at work in this department, as follows: Jos. R. Noel, M.D., general organizer; Chas. H. Tyler, Eastern Illinois; J. C. Singer, Central Illinois; E. R. Lincke, Western Illinois; Geo. R. Quarles, Northern Illinois; E. E. Chapman, Iowa; W. L. Post, Minnesota; Geo. R. Schodde, Wisconsin; Fred. C. Vincent, Michigan; W. W. Weeks, Indiana; N. W. Hoffman, Northern Ohio; R. H. Izor, Central Ohio; Chas. H. Hughes, Southern Ohio; E. C. Bottume, New York.

TAKING A CUE FROM THE POLITICAL PARTIES.

Taking its cue from the effective organization of the political parties it was decided that the only way to organize was from the bottom up. As a consequence the organizers in this department are effecting county organizations and going to one county after another in regular order, regardless of size, condition or number of druggists therein. Some associations have a very small membership, but the work has been done so systematically and so thoroughly that it has given rise to many commendatory expressions from proprietors and jobbers, as well as the retailers themselves. No legitimate druggist is too small or too large for the N. A. R. D. to invoke his aid and co-operation. Every man doing a drug business within the territory embraced by the local association is approached, and, if eligible to membership, is urged to join. The proportion of druggists being brought into the association has thus far been 85 per cent.

ORGANIZATIONS RECENTLY FORMED

A detailed report of the work done in the several States where the organizers have been at work will shortly be prepared for the pharmaceutical journals. At this time the number of associations formed is as follows: Indiana—The following county associations: Adams, Benton, Boone, Carroll, Cass, Clay, Clinton, Daviess, DeKalb, Elkhart, Fulton, Grant, Hamilton, Howard, Huntington, Jay, Kosciusko, Lake, La Grange, Marshall, Miami, Montgomery, Newton, Noble, Pike, Porter, Pulaski, Randolph, Stark, Steuben, Tipton, Vigo, Wabash, Wells, White, Whiteley; and the following city associations: Alexandria, Anderson, Elwood. Illinois—The following county associations: Grundy, Henderson, Iroquois, Kankakee, Knox, Lake, La Salle, Lee, Livingston, Logan, McLean, Mercer, Ogle, St. Clair, Stark, Tazewell, Warren, Woodford; city association: Streator. Iowa—The following county associations: Allamakee, Benton, Buchanan, Carroll, Clayton, Clinton, Dubuque, Fayette, Grundy, Iowa, Jackson, Jasper, Jones, Johnson, Polk, Winneshiek. Michigan—The following county as-

sociations: Allegan, Barry, Berrien, Branch, Calhoun, Cass, Eaton, Gratiot, Hillsdale, Jones, Ingham, Kalamazoo, Lenawee, Monroe, Ottawa, St. Joseph, Van Buren. Minnesota—The following county associations: Blue Earth, Dodge, Faribault, Fillmore, Freeborn, Houston, Mower, Olmstead, Steele, Wabasha, Waseca. Missouri—The following county associations: Adair, Clark, Knox, Lewis, Lincoln, Marion, Montgomery, Pike, Ralls, Randolph, Schuyler, Scotland, St. Charles. Nebraska—The following county associations: Douglass, Gage, Lancaster, Otoe. New York—The following county associations: Chautauqua, Monroe. Ohio—The following county associations: Preble, Van Wert, Williams.

The above named counties contain some cities of considerable size, such as Des Moines and Dubuque, Iowa; Omaha and Lincoln, Neb.; Terre Haute, Ind.; Rochester, N. Y.; East St. Louis, Decatur and Bloomington, Ill., and Lansing, Mich. Work in the other States will be taken up as soon as these can be reached.

News and Notes of Recent Accessions.

In Omaha, Neb., a cessation of the price cutting war has been effected. The Douglass County Association has reunited with the N. A. R. D. and is now doing excellent work. E. C. Bottume, an organizer for the N. A. R. D., having recently effected its reorganization. Good associations were also formed at Beatrice and Nebraska City. On his return to Chicago Mr. Bottume secured the affiliation of the Polk County (Des Moines), Iowa, Association. While in that city the schedule price on \$1.00 proprietaries was advanced 4 cents above the former selling price.

"The National Association of Retail Druggists," a carefully written and very excellent article by Leonard Tillotson, which the National Association has printed in the form of a booklet, will be sent gratis to associations and individuals who will carefully distribute them. Applications should be made to the secretary, Thos. V. Wooten, 153 La Salle street, Chicago.

The aggressive cutter of Galveston, Texas, has fallen into line with his fellow druggists in that city and prices on proprietaries have been restored to full figure. The Galveston druggists are loud in their praise of the N. A. R. D.

The following has been received at the National Secretary's office:

"Cassopolis, Mich., May 18, 1901.—On May 16 the druggists of this county were organized into an association, at which time the following was adopted: 'Whereas, The internal revenue tax on proprietary goods has been repealed by the national Government, and whereas, the N. A. R. D. accomplished the great bulk of the work which secured the above repeal; therefore, by the Cass County Retail Druggists' Association, in convention assembled, be it Resolved, That we hereby demand that such proprietors as have not already agreed to do so shall restore the prices that were in vogue before the passage of the above act, and that the secretary of the association is instructed to record this resolution on the minutes of the association and to forward a copy to the secretary of the N. A. R. D. (Signed) F. M. Fink, secretary.'

The State associations that have held their 1901 conventions have almost without exception reaffirmed their loyalty to the N. A. R. D.

AMERICAN PHARMACEUTICAL ASSOCIATION.

Getting Ready for the St. Louis Meeting.

The forty-ninth annual meeting of the American Pharmaceutical Association will be held at the Southern Hotel, Broadway and Walnut street, St. Louis, Monday, September 16, to Saturday, September 21, inclusive.

The once prominent exhibit feature of the meetings, dropped several years ago, has been resumed, but in a new and more acceptable form. Members are invited to bring with them for exhibition such articles of interest as rare drugs, chemicals, pharmaceutical preparations, apparatus, books, charts, diagrams, historical and antique objects, dispensing apparatus, prescription helps, novelties in labels or dispensing, and everything which will add to the attraction and value of the exhibit hall.

ENTERTAINMENT FEATURES

Special committees will be ready to receive delegates Saturday, and all visitors are urged to arrive not later than Sunday. Arrangements will be made to entertain those not occupied with the council meeting Monday forenoon.

The officials of the St. Louis Exposition and Music Hall have made Tuesday American Pharmaceutical Association

Day. The evening will be the occasion of a visit by the entire convention and many local pharmacists. The celebrated Seymour's Band will arrange a special programme for the evening concert. This is the only exposition in America which has continued for eighteen successive seasons. The auditorium, with a seating capacity of 15,000, is one of the largest in this country.

The palatial steamer, "City of Providence," has been reserved for the Wednesday afternoon and evening excursion on the Mississippi River. It is planned to review the sixteen miles of river front and visit Jefferson Barracks before dark. A special programme is being arranged for the evening on the boat. The reading of Mark Twain's "Life on the Mississippi" is suggested to all who propose attending the convention.

The Missouri Botanical Garden (Shaw's Garden), of which St. Louis is justly proud, will be visited during the trolley ride Saturday afternoon. The thoughtful director, Dr. Wm. Trelease, has so arranged that the visitors will have special attention called to those features of the garden which are of particular interest to pharmacists.

The colossal plant of the Anheuser-Busch Brewing Association is included in the afternoon itinerary. Few commercial institutions equal it in interest for the visitor.

The time honored practice of delegates having their families with them has been kept in mind by the local committee, and special provision is made for the comfort and pleasure of the visiting ladies and young people.

The Committee of Ladies has a separate programme in preparation, and will see that the guests placed in their care are appropriately entertained every day and evening of the week.

HOTEL ACCOMMODATIONS.

St. Louis, of convention fame, is well supplied with fine hotels. All of the following are centrally located, within a few blocks of the association headquarters. Special convention rates have been secured.

Southern Hotel (headquarters), Broadway and Walnut street, American plan, one or two persons in a room \$3 to \$5 per day. European plan, one person in a room, \$1.50 and upward. Two persons in a room, \$2 per day and upward for the room.

Planters House, Fourth and Chestnut streets, American plan, two persons in a room, \$3 to \$4.50 per day. European plan, two persons in a room, \$1.50 per day and upward for each person.

St. Nicholas Hotel, Eighth and Locust streets, European plan, one person in a room, \$1.50 per day and upward.

Lindell Hotel, Sixth street and Washington avenue, European plan, one person in a room, \$1 to \$3 per day.

Laclede Hotel, Sixth and Chestnut streets, European plan, one person in a room, \$1 to \$1.50.

Terminal Hotel, Union Station, European plan, one person in a room, \$1.

Hotel accommodations can be secured in advance by addressing the local secretary.

The local Committee of Arrangements is anxious to know as soon as possible how many persons are coming to the convention, and learn the probable date of arrival of each delegate. Members and others are earnestly requested to furnish this information at as early a date as practicable. For further particulars relative to the meeting, address Dr. H. M. Whelpley, local secretary, No. 222 South Broadway, St. Louis, or Caswell A. Mayo, of the Committee on Transportation, No. 66 West Broadway, New York City.

N. W. D. A. MEETS AT OLD POINT.

Old Point Comfort Va., will be the meeting place of the National Wholesale Druggists' Association this year. The twenty-seventh annual convention will be held there during the week beginning October 14.

The Committee on Arrangements and Entertainment, in a circular announcing the time and place of meeting, adds that the Hotel Chamberlain is to be opened for the reception of the association, after being closed during the summer, and that the sum of \$50,000 is to be spent on completely renovating it.

The closing paragraph of the circular is as follows:

"The business sessions have received first attention, and will be arranged to give all the time needed for the complete consideration of the business affairs, and the entertainments, which are to be carried out at times when not interfering with the business meetings, have been admirably arranged, and details will be given later. A Ladies' Committee has been selected, which will insure their usual perfect comfort and entertainment."

E. D. Taylor (chairman), Richmond, Va.; Clarence G. Stone,

New York; T. P. Cook, New York; G. Frank Bailey, Baltimore; N. V. Randolph, Richmond; G. G. Minor, Richmond; John B. Purcell, Richmond; Polk Miller, Richmond; W. T. Case, New York; W. H. Terry, Norfolk; D. M. Cowan, Buffalo; E. S. Everett, Portland, Me.; C. F. Cutler, Boston; Albert B. Lambert, St. Louis; F. Aschenbach, Philadelphia; M. Carey Peter, Louisville; T. F. Van Natta, St. Joseph, Mo.

Ladies' Committee—Mesdames E. D. Taylor (chairman), T. P. Cook, C. G. Stone, G. F. Bailey, N. V. Randolph, G. G. Minor, J. B. Purcell, Polk Miller, W. H. Terry, D. M. Cowan, C. F. Cutler, A. B. Lambert, F. Aschenbach, M. Carey Peter, R. W. Powers, R. L. Powers; Misses Nina Randolph and Julia Lee.

The Committee on Arrangements and Entertainment, E. D. Taylor, Richmond, Va., and Clarence G. Stone, secretary, 2 East Forty-second street, New York City, have issued the usual circular of information regarding rail and steamboat routes to Old Point Comfort, together with a programme of the sessions, and a very attractive little booklet containing notes on the points of interest in and around Old Point Comfort.

REDUCED FARES TO OLD POINT.

Thomas P. Cook, 114 William street, New York, chairman of the Committee on Passenger Rates and Routes, has issued the following circular of information to the members:

Your committee is now able to announce that all the passenger associations have courteously granted the usual concession of one-and-a-third fares for the round-trip to all persons attending the convention, who hold certificates from the ticket agent from whom tickets are purchased at the starting point, so that the reduced rate will be available from all points east of the Rocky Mountains. All ticket offices will be notified of such action and will be authorized to issue certificates in connection with tickets purchased not earlier than October 10, nor later than October 18. Return tickets will be good for three days after the adjournment of the convention, not counting Sunday.

Full fare must be paid for the trip to Old Point Comfort, but only one-third fare will be charged for the return ticket upon presentation of the certificate properly indorsed by Secretary A. B. Merriam and the agent of the passenger associations, who will be in attendance at the convention on Wednesday and Thursday, October 16 and 17, for that purpose. Certificates not so indorsed will not be good for return tickets at the reduced rates; and to facilitate this work the holders of certificates should surrender them to Secretary Merriam on the morning of Tuesday, October 15. Any person going to the convention can avail himself of these rates for as large a party as he may purpose taking, but a certificate must be procured with every ticket purchased. It is requested that such certificate be obtained whether the person buying the ticket intends availing himself of the reduced rates or not, inasmuch as these certificates serve to establish the number of persons present, in the event of any question arising with the transportation companies upon this point.

Any special arrangements for local transportation that can be made will be attended to by the following named members of the committee in their respective localities—viz.: Thos. P. Cook, chairman, New York; Edward H. Buehler, Chicago, Ill.; Norman Randolph, Richmond, Va.; John M. Peters, New York; W. O. Allison, New York; Wm. P. Redington, San Francisco, Cal.; C. H. West, St. Louis, Mo.; L. N. Brunswick, New Orleans, La.; I. A. Solomons, Savannah, Ga.; Bernard Janney, Jr., Boston, Mass.; J. T. Berry, Dallas, Texas.

The Committee on Arrangements and Entertainment has arranged for the meeting to be held at the Chamberlain Hotel, and has provided an attractive programme for the entertainment of the members and those who may accompany them. Members are requested to preserve this circular and carefully note instructions, as no subsequent announcement will be made by the committee, except such as may be necessary in regard to local arrangements.

Uhe Quebec Association.

At a meeting of the council of the Pharmaceutical Association of the Province of Quebec, the following officers for the year 1901-1902 were duly appointed: President, S. Lachance, Montreal; first vice-president, John E. Tremble, Montreal; second vice-president, Henry Willis, Quebec; treasurer, J. C. T. Covernton, Montreal. Board of Examiners—W. H. Chapman, Montreal; A. J. Laurence, Montreal; H. R. Lancot, Montreal; A. B. J. Moore, Montreal; Edmond Giroux, Jr., Montreal; R. W. Williams, Three Rivers; E. Muir, secretary of board. Preliminary Examiners—Professors J. O. Cassegrain, and Isaac Gammell, Montreal; J. E. Dube, supervisor of examinations for Quebec city and district.

ANNUAL MEETING OF THE MONTANA ASSOCIATION.

The tenth annual meeting of the Montana State Pharmaceutical Association was held at Butte August 13. The visiting druggists were welcomed and entertained by the local association, the Silver Bow Retail Druggists' Association, D. M. Newbro, president. R. H. Paxson presided at the opening session, while President E. E. Gallogly, of the State association, read his annual address. The president paid a high compliment to the Silver Bow Retail Druggists' Association, and he said that the story of the Butte branch might be represented by the letters H and O, which were indicative of harmony and organization. He suggested in his closing sentences that three members of the association be appointed to solicit membership throughout the State, and if possible to secure the co-op-



BANQUET MENU OF THE MONTANA ASSOCIATION.

eration of every registered pharmacist in the State of Montana. In conformity with his recommendation the association appointed three of its members to do the work of soliciting new members, and as a change was made in the constitution at the meeting of last year to allow all clerks as well as proprietors to join, the committee will work along these lines.

The election for officers for the ensuing year took place at the afternoon session with the following result: President, Sid J. Coffee, Missoula; first vice-president, H. M. Parchen, Helena; second vice-president, A. E. West, Butte; third vice-president, F. W. Harrison, Anaconda; secretary, John M. Doull, Butte; treasurer, F. A. Woehner, Great Falls; Executive committee, A. E. A. Heuser, R. H. Paxson, A. E. West.

It is the duty of the association to present five names of members to the governor, from which a member of the State Board of Pharmacy is appointed. Following are the five chosen by the association: Howard Rockefeller, C. S. Ballinger, L. G. Smith, Row Williams, E. A. Hoyser.

It was decided that the next meeting of the association should be held in Butte.

The visiting druggists were tendered a banquet by the local association, and the menu cards used at this banquet were both beautiful and novel, being a photographed reproduction of a drawing, printed direct on rough sensitized paper, as shown in the accompanying engraving.

The Vermont Association.

The eighth annual meeting of the Vermont Pharmaceutical Association will take place at Vergennes, Vt., Wednesday and

Thursday, October 9 and 10, 1901. An interesting programme has been prepared and matters of vital importance to every druggist in the State will be considered.

The North Dakota Association.

The North Dakota Pharmaceutical Association met in sixteenth annual session at Grand Forks, Tuesday, August 6, the convention extending over two days. The proceedings were opened by the president, J. M. S. Wilser, of Fargo, the members being welcomed to Grand Forks by Hon. R. M. Carothers. The reply to the address of welcome was made by L. Christianson, of Fargo. President Wilser then called Vice-President Grant to the chair, while he presented the annual presidential address. At the afternoon session the Nominating Committee reported the following nominations for officers to serve during the ensuing year, which were favorably acted upon, and the officers named were duly elected: President, W. Masters, Willow City; vice-president, S. McDonald, Grand Forks; secretary-treasurer, W. S. Parker, Lisbon.

President-elect Masters presided at the session on Wednesday, when considerable routine business was transacted, including the choice of meeting place for next year's convention. It was decided to meet in Grand Forks the first Tuesday in August, 1902.

The committees announced for the ensuing year were as follows:

Executive Committee—H. L. Haussaman, Grafton; F. W. Schlager, Grand Forks; W. P. Porterfield, Fargo.

Committee on Unofficial Formulas—L. W. Arneson, S. Ellingson, Frank Griffin, Grand Forks; H. E. White, Jamestown.

Query and Pharmacy Committee—J. M. Wilser, Fargo; F. W. Kibbee, Drayton; A. A. Brothen, Walhalla; John Vik, Hillsboro; Clifford L. Rich.

Trade Interests Committee—L. Christianson, Fargo; John O'Keefe, Cavalier; Robert McGrath, F. W. Schlager, Grand Forks; P. J. Hoof, Sheldon.

Committee on Adulterations—W. F. Holliday, Buffalo; G. C. Sobin, Fargo; W. J. Camden, Walhalla; M. H. Strehlow, Kindred.

Delegates to South Dakota Pharmaceutical Association—Ed A. Porter, Ellendale; E. J. Brown, Wheaton, Minn.; P. J. Hoff, Sheldon.

Delegates to Minnesota Pharmaceutical Association—W. R. Mandigo, Fargo; F. W. Kibbee, Drayton; J. H. Reynolds, Fargo.

Delegates to American Pharmaceutical Association—H. L. Haussaman, Grafton; L. Christianson, Fargo.

The New Jersey Free Scholarship.

At a recent meeting of the Executive Committee of the New Jersey Pharmaceutical Association, the following conditions for the free scholarship examination were adopted. The scholarship is to be known as the "New Jersey Pharmaceutical Association Scholarship in the New Jersey College of Pharmacy."

I. The candidate must be a person of good moral habits.

II. The candidate must have served two years of apprenticeship in a prescription pharmacy and must present credentials to that effect from his preceptor.

III. The examination to cover preliminary school education and will consist of questions in mathematics, geography, English grammar and spelling. Penmanship is to be taken into consideration.

The examination for this free scholarship will take place in the Lecture Room of the New Jersey College of Pharmacy on Friday, September 6, at 10 A. M., under the direction of the Executive Committee of the New Jersey Pharmaceutical Association. Applications with credentials should be addressed to Herman J. Lohman, chairman of the Executive Committee, Jersey City, N. J.

The New Jersey Board.

At the meeting of the New Jersey Pharmaceutical Association, held on July 18 and 19, the following candidates were licensed as registered pharmacists: Max J. Block, Hiram R. Bradner, George H. Hawkey, L. M. Hires, J. B. Keller, T. L. Moriarty, S. M. Meyers, A. D. McGregor, W. A. Sidham, T. G. Schriver, J. F. Schefolk, W. L. Wanmaker, H. E. Wrensch and J. P. Wolfinger.

The following were licensed as registered assistants: J. M. Atchason, J. J. Buckley, Godfrey Krepela, Louis Reich, Louis H. Robinson and E. S. Tyler.

The next meeting of the board will be held at Trenton on October 17 and 18. Application blanks may be obtained from the secretary, Henry A. Jordan, Bridgeton.

GREATER NEW YORK.

Thomas F. Main, of Tarrant & Co., is summering at Kennebunkport, Maine.

Fall buyers are beginning to make their appearance in the local drug market, J. H. Matchett, of Clearwater, Fla., being among those noticed the past week.

G. W. Hopping, of Seabury and Johnson, has returned to his desk after a week's vacation spent in rowing and fishing at Belle Island, near South Norwalk, Conn.

Brent Good, of the Carter Medicine Co., starts next week on his annual fishing trip to Canada. Incidentally he will stop at Montreal to attend to business matters.

Thos. M. Curtius, the drug broker, who has been abroad for the past eight weeks visiting England and the Continent, was a passenger on the Lahn, which arrived last week.

M. J. Breitenbach is up in the Thousand Islands. Reports from his friends are that he has broken the record for catching the biggest muskellunge (not musk melon) of the season.

R. R. Lampa, of Lehn & Fink, is back from a ten days' trip to Newport, and other New England points, on which he was accompanied by his daughter. This is a district Mr. Lampa used to cover on the road, and he met many old friends.

Major James B. Horner has returned from an extended trip to the Pacific Coast. He left here with his daughter six weeks ago by way of the Great Lakes and Canadian Pacific Railway, visiting points of interest in the Northwest, Washington, Oregon and California.

W. G. Tuttle, late military pharmacist of the Twenty-third Regiment, National Guard, S. N. Y., has accepted the position of manager at the Finlen-Medlin Drug Co., Butte, Mont. "They will have military rule there now," says the "Montana Filter Paper," in noting the event.

Wm. B. Kaufman, head of the crude drugs department of the New York branch of Parke, Davis & Co., who has been in Europe since the early part of June, returned to New York, August 14, being a passenger on the "Oceanic" with General Manager Warren, of the same firm.

Francis B. Hays, assistant editor of the Druggists Circular, was called home to Oxford, N. C., late in June by the illness of his father, who we regret to state has since departed this life. Mr. Hays has the sincere sympathy of a wide circle of friends in his great bereavement.

Martin H. Smith, president of the Martin H. Smith Co., pharmacists, 63 Murray street, has just started on a fishing trip at his old home, Annapolis, Md. He will also spend a couple of weeks yachting on Chesapeake Bay. The best fish stories of the season may be expected when he returns.

Wm. Hy. Chamberlain, of Dorchester, Mass., was a visitor to the city last week. Mr. Chamberlain has a handsomely appointed and thriving store in Dorchester, and enjoys the confidence of the physicians of his vicinity. After transacting various business in the New York drug market he left to visit friends in Connecticut.

The Rio Chemical Co. have taken a five year lease of the new six story business building, 25 x 100, No. 5 Thomas street, Manhattan, and will occupy the premises about September 1. The rental is \$4,000 a year. An interesting feature of the transaction is that the Rio Chemical Co. comes to this city from St. Louis. The building was formerly occupied by the H. B. Claffin Co.

George H. Risley, president of the National Remedy Co., gave an outing to a few friends on Friday, August 16, at his summer home, Manasquam, N. J. Among others present were H. B. Harding, of the Humphrey Homeopathic Co.; Mr. Turrell, of Parke, Davis & Co., and E. G. Wells, of the M. J. Breitenbach Co. A very enjoyable time was the result, the greater part of the day being spent on Mr. Risley's handsome yacht.

Edwin P. Lant, formerly employed at J. H. Jones' pharmacy, at Fordham, N. Y., has branched out in business for himself, having opened a well appointed pharmacy at No. 2601 Broadway, at the corner of Ninety-fourth street. Mr. Lant graduated at the New York College of Pharmacy with the class of 1898, and is a pushing and progressive pharmacist who may be expected to make a successful proprietor. He has the cordial good wishes of a large circle of friends and acquaintances in his new venture.

During the past few weeks the Drug Trade Club has received the benefit of a thorough overhauling and house clean-

ing, while new carpets have been laid in the lady's room, the Red Room, and the office. The equipment of the club is now almost perfect, while the latest addition, an elegantly furnished parlor for ladies on the seventh floor, entirely distinct, and away from the club proper, has been voted an immense success by the wives of the members who take advantage of its coziness and privacy quite frequently.

Some speculation has arisen over the issuance of a call for a meeting by the Committee on Trade Interests of the Manhattan Pharmaceutical Association, for the avowed purpose of "discussing ways and means of forming a co-operative business association." Just what was intended by "co-operative business association" was not quite clear to many of the members who received the notice of meeting. The invitations were limited to a select few, only twenty-five having been sent out. The meeting took place at Bloomingdale Hall, between Fifty-fourth and Fifty-fifth streets, Eighth avenue, on Monday afternoon, August 19, at 3 o'clock. Members of the committee, which is composed of F. O. Collins, 131 Third avenue; S. F. Haddad, 89 Broad street, and Wm. L. Schaaf, 798 Eighth avenue, stated that the meeting was called for the purpose of outlining a programme for the coming season's work, and it was not their intention to form a retail druggists' buying club, as the wording of the invitation would seem to indicate.

The Arrest of Daniel Myers.

Some months ago, when rumors were circulated to the effect that the State Superintendent of Insurance had threatened action against the officials of the Manhattan Fire Insurance Co., the AMERICAN DRUGGIST published the facts, mentioning at the same time the connection in which Daniel Myers, of Benton, Myers & Co., wholesale druggists, Cleveland, Ohio, stood to the concern. Since then Mr. Myers has been arrested on a technical charge of misappropriating a check for \$27,562.69.

It is unfortunate in this connection that the matter has been taken up by the sensational press. The people in the drug trade, who know Mr. Myers as a member of the wholesale drug firm of Benton, Myers & Co., also know him for a man of the strictest integrity, and his innocence as far as any criminal intent is concerned will never for a moment be doubted.

In connection with the charge Mr. Myers makes the following statement:

"The charge against me of misappropriating some \$27,000 while acting as president of the Manhattan Fire Insurance Co. is a technical one, pure and simple. Not a dollar of the Manhattan's money was wrongfully applied to my personal use. W. A. Miles, treasurer of the company, had subscribed for 200 shares of the increased capital stock for \$27,000. A note was given to the Hanover National Bank for the amount, due in four months. This note was also signed by W. M. Hahn, vice-president of the Manhattan, and myself, with the stock attached as collateral.

"When the note fell due Mr. Miles was not permitted by his physician to transact business. Thereupon, with the approval of my associates, I ordered the cashier to take up the note and collateral, for the purpose of carrying the stock until Mr. Miles recovered, or disposing of it to other parties.

"The amount, \$27,000 and interest, stands charged to Mr. Miles. The original subscription, with the stock attached, was turned over to the cashier of the company."

Mr. Warren's Thrilling Experience.

It was a most unpleasant experience that General Manager W. M. Warren, of Parke, Davis & Co., had on the European trip from which he returned on the 14th inst.

Mr. Warren was a passenger on the mammoth White Star liner "Oceanic," which, off Waterford, Ireland, in St. George's Channel, ran into a small steamer named the "Kincora," which it cut down and sank, seven lives being lost. Mr. Warren occupied a deck cabin not far from the bow of the steamer, and his story of the disaster is most thrilling:

"The shock awoke me from my sleep," he said. "I stepped out on deck, and I could see dimly through the fog the lights of the steamer, which seemed impaled on our bows. We had struck her a little aft of amidships, on the starboard side, and she was sinking rapidly. Commander Cameron and the pilot were on the bridge, and our captain gave quick orders to lower the boats, while ropes were being thrown to those on the deck of the smaller steamer.

"In this way the captain of the injured vessel and thirteen of his crew were assisted to our decks. Two of our life boats were lowered and went alongside the steamer, where seven of her crew were running about on the forward deck in a distracted manner. They were told to jump overboard and they

would be saved, but they seemed paralyzed with fear. In ten minutes the steamer sank stern first, and the men went down in the maelstrom which her sinking caused. For an hour the boats stayed out, but could find no one."

Mr. Warren was given a cordial reception on his return home, and seems to have benefited by the trip.

NEW YORK STATE NEWS.

James B. Black, a prominent druggist of Olean, was married on July 3 to Miss Kate MacDonald.

Hiram Merritt, of Theodore Merritt's Sons, Newburgh, accompanied by his wife and their daughter, Eleanor, are spending a vacation on the St. Lawrence River. They will return via Lake Champlain and Lake George.

The Vinol Company, of Boston, is preparing to send to the Pan-American Exposition its entire list of 300 traveling agents, and has engaged two hotels in Buffalo for the purpose. The men will attend during September and remain a week each.

A swindler has been operating extensively at Newark and other small New York towns, claiming to sell a well-known remedial article for 50 cents and alleging that handsomely bound books would be presented to the purchaser at the local drug store after thirty days.

Wm. J. N. Gervais, Ph.G., has purchased the F. N. De Camp Pharmacy at Bath, N. Y. Mr. Gervais was for six years a traveling salesman for Lehn & Fink, of New York City, and is a young man of sterling qualities. Mr. De Camp will return to Rochester and take charge of a pharmacy there.

The match between the Cleveland and Buffalo druggist bowlers is still on, and it is expected that it will be played in Buffalo late in August or in September. Mr. Gehrung, of the Cleveland Club, was in Buffalo a few days ago and made preliminary arrangements for the match, but the date is not yet fixed.

The Buffalo druggists are already arranging the entertainment programme of the N. A. R. D. Convention, to be held October 10-13. The effort to give an outing for the Buffalo druggists by themselves, for which there was a call made awhile ago, has come to naught. There are too many visitors in the trade to be looked after for that.

The druggists of Chautauqua County have formed an association for the furtherance of their interests. The following officers have been elected: President—F. E. Hatch, Jamestown. Vice-President—P. D. Monroe, Dunkirk. Treasurer—H. Le F. Brown, Jamestown. Secretary—C. A. Swanson, Jamestown. Meetings will be held semi-annually.

At the annual meeting of the directors and stockholders of the Norwich Pharmacal Company, held Tuesday, July 9, the following officers were elected for the ensuing year: President, Oscar G. Bell; vice-president, Richard C. Stofer; secretary, Robert D. Eaton; treasurer, T. De Witt Miller; trustees, O. G. Bell, T. D. Miller, N. L. Briggs, R. C. Stofer, R. D. Eaton; inspectors of election, J. H. Hicks and M. L. Hunt.

The drug store of Noble & Drake, at Niagara and Ferry Streets, Buffalo, was partly wrecked and set on fire a few days ago by a gas explosion, as is supposed. The entire back side of the store with stock was destroyed, involving a loss estimated at \$5,000 or more. The insurance was ample and a settlement has already been effected with the companies on terms entirely satisfactory to the druggists and that without an appraisal.

Harry H. Coulson has returned to Buffalo and engaged in business with his father, and the style of the firm will be Wm. Coulson & Son. Three years ago Harry took Horace Greeley's advice and went West with the view of making a desirable connection there. He was with the firm of Robt. Stevenson & Co., of Chicago, for a year or so, and then engaged in the retail business in Montana, but later returned to Chicago, where he was connected with the firm of Lord, Owen & Co. He now says Buffalo is good enough for him.

The vicinity of the drug store of J. A. Lockie, on upper Main Street, Buffalo, is becoming noted for fatalities, large and small. On August 2 Dr. Frank P. Bingham, a well-known city physician, in trying to cross the street opposite the store in front of a street car was run over and instantly killed. Only a few days ago a fine horse was also killed by a trolley car in about the same place, and to swell the list of mortalities, the

office cat in the Lockie store, which had been there for eight years, was lately killed in the same way.

At the last regular meeting of the directors of the Empire State Drug Company, held on August 6, a small dividend, the first one, was declared. The amount was not given out. As this company is organized, with every customer a stockholder, it is not necessary to pay dividends in order to distribute the surplus, but it is said to make the stockholders cheerful to do this occasionally, hence the step. The company now has ten agents on the road and is doing a business 60 per cent. larger than it was a year ago, when it was reckoned as decidedly large.

The Hyde Drug Co. has been incorporated and is doing business at Malone. It will manufacture drug specialties and conduct a general wholesaling and retailing business. It is officered as follows: C. W. Hyde, president and treasurer; M. C. Ransom, vice-president; J. E. Rogers, secretary. Messrs. Hyde and Rogers are both practical pharmacists of long experience. Mr. Rogers was formerly at Westville, has been eight years with Dr. McCartney at Ft. Covington, and one year with Mr. Hyde, representing him in the store and on the road with success.

The semi-annual meeting of the Newburgh (N. Y.) Retail Druggists' Association was held at the Palatine Hotel on July 19. After the usual routine business Frederick Wallace was elected delegate to the annual N. A. R. D. meeting, and the subject of organizing a Hudson River Pharmaceutical Association was discussed. Clarence Miller offered a resolution, which was adopted, indorsing the action of the New York State Board of Pharmacy regarding their action with the Civil Service Board of New York City. After making revisions in the price list the meeting adjourned.

Tri-County Association Meets.

The Tri-County Druggists' Association met on August 14 at a hotel just north of Ithaca, beautifully situated upon an elevation overlooking Cayuga Lake. Upward of thirty retail druggists from Cayuga (Auburn), Cortland and Tompkins counties were present. Some came by rail and others by boat, while several attended in private conveyances, the Tompkins County (Ithaca) contingent making the trip in a four-horse tally-ho. The outing proved a very pleasant one for all concerned, though the actual results achieved at the meeting were problematical. Socially, however, the meeting was a success from start to finish. Favorable views were expressed by those in attendance about the N. A. R. D., the State association and the various local organizations. Charles B. Sears, of Auburn, the chairman of the middle section of the State Board of Pharmacy, was present and explained some hitherto doubtful points pertaining to the operation of the new pharmacy law. The same committee was reappointed to arrange for a Tri-County meeting next year. The committee consists of Charles B. Sears, Auburn; Charles T. Brown, Mayor of Cortland, and Judson B. Todd, Ithaca. The value of these inter-county gatherings is generally recognized, especially in the cultivation of sociality and good feeling among the members; as Secretary Todd puts it, they aid materially in "leavening the loaf of friendship, recreation and prosperity."

Committees of the State Association.

Secretary Judson B. Todd, of Ithaca, advises us that President Thomas Stoddart has named the following standing committees of the New York State Pharmaceutical Association to serve during the ensuing year:

Committee on Legislation: Thomas Stoddart, Buffalo, chairman; W. H. Rogers, Middletown; William Muir, Brooklyn; Felix Hirsman, New York; Gustavus Michaelis, Albany; William Muench, Syracuse; S. V. B. Swann, New York.

Committee on Transportation: George Reimann, Buffalo, Chairman; Clay W. Holmes, Elmira; M. R. Mandelbaum, New York; Albert Firmin, New York; R. J. Strassenburgh, Rochester; Rufus E. Smith, Syracuse; Heron R. Lawrence, Poughkeepsie; Charles F. Brown, Cortland; H. P. Monroe, Dunkirk.

Committee on New Remedies: Thomas J. Keenan, New York, Chairman; R. G. Eccles, Brooklyn; George C. Diekman, New York.

Committee on Pharmacy and Queries: Frederick P. Tuthill, Brooklyn, Chairman; Willis G. Gregory, Buffalo; Albert H. Brundage, Brooklyn.

Committee on Adulterations: William C. Anderson, Brooklyn, Chairman; Harry B. Ferguson, New York; R. K. Smither, Buffalo.

Committee on Commercial Interests: Clark Z. Otis, Binghamton, Chairman; George Hahn, Rochester; Julius Hammer, New York.

MASSACHUSETTS.

Clerks Have Their Annual Picnic—An Exhibit of Ancient Scales—The Salem License Muddle.

(From our Regular Correspondent.)

Boston, August 22.—The annual picnic of the Boston Drug Clerks' Benevolent Association was held at Oak Island Grove on the 14th inst. and was a great success. It was attended by about 500 people. The programme consisted of dancing, band concerts and games. At baseball the drug clerks won from their opponents by a score of 10 to 1. Financially the result was most gratifying, as the bank account of the organization was increased several hundred dollars. The officers in charge of the affair were: President, J. J. McVey; vice-president, G. Goldstein; secretary, E. G. Coombs; financial secretary and treasurer, C. E. Rolland.

R. E. Willard & Son, of Pittsfield, are displaying some brass scales which are attracting much attention, especially from relic and curio hunters. The balance is very old and has been traced back as far as 1843. It is of hammered brass and is still very sensitive, and denotes excellent workmanship. The balance is displayed on a pedestal in front of the store and is highly prized by Mr. Willard.

The Salem license muddle still continues, but despite this fact the Aldermen recently granted three more licenses. The Mayor has not yet signed any of the licenses, and it is doubtful if he does, for he has received the following opinion from the city solicitor, which he presented at the above Aldermanic meeting. The city solicitor says: "In the case under consideration the language of the statutes is uncertain, and there is room for much doubt whether the Board of Aldermen had authority to grant such licenses. . . . While I am disposed, from these considerations, to think that the Aldermen had authority to grant these licenses, there is so much room for doubt that I think you would be justified, if you so determine, in refusing to sign the licenses until the validity is established by the courts."

STATE NEWS.

Charles J. Countie, of Charles J. Countie & Co., Boston, "creators of the celebrated Magda Toilet Cream and allied preparations," sailed for Europe on July 31. His main object is said to be to give the "celebrated Magda Cream" a London presentation.

W. A. Brown, who for the last two years has been connected with the Worcester drug store of Henry L. Green, has been made business manager of Mr. Green's Springfield establishment. He has been in the employ of a number of large Boston firms, and was for some time with Jaynes & Co.

F. M. Harris, Ph.G., Worcester, has sold his business to a corporation organized under the laws of this State. Bertram C. Cutter, president and treasurer; F. M. Harris and B. C. Cutter, directors. Mr. Cutter will have charge of the concern. Mr. Harris is to devote the most of his time to the Independent Pharmaceutical Co.

The C. H. Adams Pharmacy, at 183 Washington avenue, Chelsea, has passed into the possession of M. D. Fisher, formerly of 1759 Washington street, Boston, who is sending out very attractive announcements to the people of his vicinity announcing the change in ownership. The store has been thoroughly renovated from cellar to ceiling, and is now one of the best appointed pharmacies in Chelsea.

COMMITTEES OF THE MASSACHUSETTS ASSOCIATION.

President Heinritz, of the M. S. P. A., has just appointed the following committees: On Legislation—W. W. Bartlet, Ph.G., Boston; William D. Wheeler, Ph.G., Boston; W. J. Bullock, New Bedford; J. J. Curran, Holyoke; F. A. Hubbard, Newton; on Trade Interests—J. G. Kilburn, Newton; J. Allen Rice, Milford; H. Heinritz, Holyoke; Henry D. Smith, Middleboro; S. A. D. Sheppard, Ph.G., Boston; on Papers and Queries—Prof. Chas. F. Nixon, Ph.G., Leominster; W. D. Wheeler, Ph.G., Boston; Max Crainer, Boston; Irving P. Gammon, Ph.G., Boston; Prof. Wilbur L. Scoville, Ph.G., Boston; on Membership—Dr. L. A. Lamson, Hopedale; Henry Adams, Springfield; Edwin J. Keyon, Medford; on Adulteration and Sophistication—Prof. J. W. Baird, M.D., Boston; F. T. Drake, Ph.G., Stoneham; A. G. Guyer, Hyannis; E. F. Leonard, Springfield; H. R. Mason, Newton; on Congressional Legislation—J. H. Manning, Pittsfield; J. F. Guerin, Worcester; F. A. Hubbard, Newton; W. D. Wheeler, Ph.G., Boston; W. C. Durkee, Ph.G., Boston; C. B. Emerson, Haverhill; S. A. D. Sheppard, Ph.G., Boston; A. K. Tilden, Boston; L. D. Drury, Ph.G., Boston; J. G. Kilburn, Newton; H. A. Estabrook, Fitchburg; on Nomination for Board of Pharmacy—James J. Cur-

ran, Holyoke; Henry Adams, Springfield; J. G. Godding, Ph.G., Boston; Dr. L. A. Lamson, Hopedale; Harry A. Barnard, Marlboro; on Local Organization—Edward H. Manning, Holyoke; J. G. Godding, Ph.G., Boston; J. F. Guerin, Worcester; J. W. Cooper, Plymouth; C. R. Hillberg, Brockton; James C. Brady, Fall River; H. A. Estabrook, Fitchburg; C. P. Flynn, Boston; Thos. B. Nichols, Salem; H. E. Hoebner, Lee; Henry D. Smith, Middleboro; W. J. Bullock, New Bedford.

PENNSYLVANIA.

Phenacetin Case to Be Appealed—Progressive Methods of the Retail Druggist—Efforts to Attract and Hold Trade.

(From our Regular Correspondent.)

Philadelphia, August 22.—A test case is to be made in the United States Court of Appeals in relation to the validity of the claim of certain firms who say they have the right to the exclusive sale of phenacetin in this country. This question has repeatedly been brought up before the local courts and heretofore the decision has always been in favor of the plaintiffs. Recently the principal defendant in a case of this kind, C. D. Maurer, trading as C. D. Maurer & Sons, lost his suit, and as he was not satisfied he has taken out an appeal and is determined to push the matter until it can go no further. The lawyers for the defendant are of the opinion that the superior court will not sustain the lower one.

AFTER CUSTOMERS IN HOLIDAY TIME.

There is more "go" to the retail druggist at the present time than there used to be. Competition has broadened his ideas, and now all the leading stores do everything that is possible not only to attract customers but to hold their trade. It used to be that during the summer months many of the druggists, especially those having stores in the central section of the city, had practically no business then, as most of their customers had closed up their houses and moved away for the summer months. These customers were formerly lost sight of for three or four months, but now such is not the case, as the wide-awake druggist who watches after his customers' likes and dislikes secures their address at their summer resort and in this way frequently keeps in touch with them and at the same time caters to their wants.

A well-known druggist in a section of the city in which the elite live said recently that there was very little difference between the summer and winter prescription business, as he was in constant communication with customers whether they were at home or away, and he took special care to attend to their wants as promptly as possible whenever he received any orders by mail.

PHILADELPHIA NEWS NOTES.

W. J. Shaeffer, of Otis & Gaul streets, has returned from a trip to Lebanon, Pa.

W. H. F. Vandegrift, of Bridesburg, is summering at Point Pleasant, N. J., where he owns a cottage.

Robt. C. Brodie, the veteran druggist of Twentieth and Callowhill streets, has been courting old Neptune at Atlantic City.

Joseph Stowe, of the Philadelphia Drug Co., is one of the leading bass singers in John Wanamaker's celebrated Sunday school.

James Buckman, the president of the Philadelphia Drug Co., is enjoying the cool weather in the mountains of New Hampshire.

E. M. Boring has returned from a pleasant trip to York Furnace, Pa., where he has been renewing the friendships of his old comrades of the Civil War.

Clayton E. Martin, of the Philadelphia Drug Co., has returned from his annual pilgrimage to Atlantic City, and says he enjoyed every minute of his visit.

M. N. Kline, of Smith, Kline & French Company, left the city on August 8 for a short vacation. He will spend most of his spare time on the coast of Maine.

Geo. W. Harris, of Twentieth and Christian streets, has temporarily thrown aside the excitement and care of business and is enjoying a well earned vacation.

C. T. Gill has sold his store, Twenty-ninth and Diamond streets, to Farrow Brothers, who also own and operate the pharmacy at Twenty-ninth and Columbia avenue.

ILLINOIS.

How One Druggist Rectified an Error—The Passing of an Old Springfield Landmark.*(From our Regular Correspondent.)*

Chicago, Aug. 20.—One of our druggists, who prevents his identity from becoming known, almost caused a riot at St. Joseph, Mich., recently, by a mistake in a prescription. A customer, Siegfried Lazarus, who is a jeweler in the Masonic Temple, got a prescription for his wife filled and then caught a boat across the lake, en route to his summer home at Paw Paw, Mich. At the same time another customer had a liniment prepared. After Lazarus was well out on the lake it was found that he had been given the liniment. The chief of police at St. Joseph was immediately telephoned and telegraphed and was urged to flag Lazarus at all hazards. He did the job up brown, for when the steamer pulled in the entire town, apparently, was on the pier and every one was shouting "Lazarus" at the top of his voice. Mr. Lazarus climbed on the pilot house and asked the captain what had broken loose in that neck of the woods. It seemed as if every peach farmer in Michigan wanted to hail him as a long lost brother. When the steamer got to the dock all made way for the chief of police, who rushed aboard. "Have you got a warrant?" asked the jeweler. The chief told him about the mistake and the package was opened. On the bottle was a skull and cross bones, and Lazarus threw it to the fishes.

AN OLD SPRINGFIELD LANDMARK PASSES AWAY.

The old Diller drug store at Springfield, Ill., in which some of the most noted men of the last generation whittled and swapped yarns, has been sold recently, and as a result the old-timers are recalling the peculiar history of the little shop. The store was started in 1838 by Dr. William S. Wallace and Jonathan Roland Diller. In 1842 Wallace & Diller bought the frame building that had been in temporary use as a State House and moved it to Sixth street, opposited the remodeled Court House. There they remained in business until 1849, when the firm of Wallace & Diller was succeeded by Corneau & Diller, the Diller of the new firm, Roland W., being cousin to the first Diller. The choicest wits of the day made the store their loafing place. Among the constant visitors was Abraham Lincoln. Another contributor to the fund of good stories was Stephen A. Douglas, and there the two had many a debate in the good story line. Lincoln was not very well known then and he used to carry all the papers connected with his law cases in his tall hat. Some of Lincoln's best stories were told, it is said, while he was strewing shavings on Wallace & Diller's floor. Judge Stephen T. Logan, Lincoln's law partner, used to sit in Lincoln's favorite old chair whenever he got a chance and poke fun at his lengthy colleague. One day Judge Logan began to cut chunks out of the chair, and Mr. Diller told him there was a nice pine box in the yard that would make lots better material for whittling. The Judge took offense and left. A few days later he came back, bringing a piece of pine. "Well, Rolla," he said, "I guess I've been a fool long enough. I've brought a piece of that pine box with me." Judge Samuel H. Treat, Congressman William C. May, Secretary of State Thomas Campbell and Senator McDougall, who afterward became United States Senator from California, were among those who sat around the prescription counter. Such a notable gathering of wits and politicians was, of course, certain to attract others, and almost all the well-known Illinoisans of their day took a hand at whittling shingles. One of the star attractions was the "long nine," to which Lincoln belonged. This was composed of members of the General Assembly, all of whom were six feet or more in height. Almost all, as they talked, kept their pipes going and filled the place with smoke. On August 10, 1889, Mr. Diller celebrated his golden anniversary, having been fifty years in business at the same stand. The sale of the store took place about a month ago, and the new owners, Hay & James, are preparing to remodel it. Old residents of Springfield are sorry that changes are to be made, for they hate to see the old landmark go. There is a curious tradition to the effect that the first Diller, who was an enthusiastic Democrat, prepared a unique celebration in 1848, when Thomas Harris beat Stephen T. Logan for Congress. Tradition says that the worthy druggist coated himself with phosphorus and went out at night to join in the jollification. In his enthusiasm, the truthful Springfielders say, he caught fire and would have been grilled alive had he not dived into a horse trough at the corner of the square. Respect for our elders must prevent any comment on this most remarkable occurrence.

THE AMERICAN PHARMACEUTICAL ASSOCIATION.

Much interest is being manifested here in the plans for the approaching meeting of the American Pharmaceutical Association, which will take place in St. Louis during the week beginning September 15. Arrangements are being perfected for a special train over the Chicago and Alton road, which road is preparing to extend special courtesies to the Chicago contingent, who travel on their line.

CHICAGO NEWS NOTES.

Dr. Turner has sold his store at Wabash avenue and Forty-third street to William J. Maas.

Ignatius Krzeminski has been succeeded by Charles P. Gieraltowski at 1025 North Hoyne avenue.

D. S. Sattler, who has a store at 89 South Center avenue and is a member of the Executive Board of the Chicago Retail Druggists' Association, is receiving congratulations of his friends because of his recent marriage.

The next annual course of the Illinois College of Pharmacy, Chicago, the school of pharmacy of the Northwestern University, begins on September 23, so that it behooves the young man desirous of entering to get particulars and come to a conclusion. Address Oscar Oldberg, dean, No. 2421 Dearborn street, Chicago, for circular D. Mention this paper.

Efforts are being made by Albert E. Ebert to secure special railroad rates to the convention of the American Pharmaceutical Association at St. Louis. The convention begins September 16 and it is expected that the railroads will make concessions before that time. Many Chicago druggists have indicated their intention of going.

Peter Van Schaack, the wholesale druggist, has returned from a trip to Holland, during which he interviewed President Kruger and invited him, on behalf of the Holland Society, to come to Chicago. President Kruger said he could not come, and protested about the sales of American mules to the English. He gave Mr. Van Schaack an autograph half-tone portrait of himself. This was Mr. Van Schaack's twelfth annual visit to Holland.

The city of Minot, Ward County, North Dakota, is developing fast. A recent issue of the local newspaper, "The Minot Optic," brings evidence of this in a notice of the enlargement of the City Drug Store, which is conducted by A. P. Slocum. During the past year Mr. Slocum has adorned his store with new solid oak fixtures and a complete set of solid plate glass showcases, together with a new cabinet prescription case adorned with heavy plate mirrors and other ornamental contrivances. A \$1,500 soda fountain, with Italian marble counters to match, figures prominently among the new store equipments. Mr. Slocum certainly has one of the best and most costly equipped drug establishments west of the Twin Cities. The store is a credit to Minot, as well as to its enterprising proprietor.

NORTH CAROLINA.

Prices Well Maintained Throughout the State—Some Cutting in the Larger Cities—How Norfolk Suffered—North Carolina Has One All-Night Drug Store—New Jobbing Houses.

(From our Regular Correspondent.)

Raleigh, Aug. 21.—North Carolina has quite a number of large towns, with from 8,000 to 25,000 population, but no large cities, hence the cut-rate evil has not reached here yet. Prices are maintained everywhere. Two or three years ago some cutting was done in Goldsboro and Asheville by local druggists, but they found it didn't pay. The drug business in Norfolk and nearby towns has been almost ruined by cutting methods.

There is possibly one exception to the above—Whiteville, a small town. I notice that one druggist there is advertising 25 cent articles at 15 cents; 50 cent articles at 25 cents, etc. Perhaps this is merely a bit of philanthropy, or the druggist has read of the heroic struggles Mr. Carnegie is making to die poor and has decided to emulate the latter. Carnegie may fall, but the druggist who continues cutting for a reasonable length of time will certainly die moderately poor.

Raleigh has an all-night drug store, the only one in the State. The doors of the Bobbitt-Wynne Drug Co. have not been closed in more than two years. W. S. Martin, who has been night pharmacist at this store for some months, has returned to Hickory. He is succeeded by E. S. Pearsall, of Greensboro.

Thirty-two students matriculated during the recent session of the Department of Pharmacy at the University of North Carolina. The students stand very high in the Board of Pharmacy examinations.

Two weeks ago I reported six jobbing drug houses in the State. Two have since come into existence—both at Greensboro. The Fremont Drug Co., G. D. Best, president, Dr. G. W. Lewis, secretary, is said to be a substantial concern. The Holton-Hilms Drug Co. has a capital of \$100,000.

NORTH STATE NEWS ITEMS.

A. S. McGeachy, Raleigh, has assigned. The stock of drugs, etc., will be sold in a few days.

W. I. Taylor, of Wilmington, has accepted a position with the Richmond Co. Drug Co., Rockingham.

Ernest Fitzgerald, of Sapona, is at home for a vacation period from a Baltimore school of pharmacy.

Zeb Griffith, Thomasville, has secured a position with Chas. R. Thomas, a hustling young druggist in that town.

The Richmond County Drug Co. has notified the Secretary of State that the capital stock has been reduced from \$10,000 to \$7,735.

Will J. Hamer, with Burwell & Dunn Co., Charlotte, is spending time at his home in Lexington, trying to regain his health.

J. L. Ramsey, of the Bobbitt Drug Co., Raleigh, has left town for a vacation in the mountains of Western North Carolina.

Everett Betts, of Raleigh, has been in the drug business at Bayonne, N. J., for a year, but has returned here and is again with Jas. I. Johnson.

Whitehead & Arrington, who opened a new drug store at Rocky Mount a few months ago, are getting a fair share of business in that growing town.

Melville Dorsey, of Henderson, and Adolphus Yearby, of Durham, popular druggists in their respective towns, attended a game of baseball here in Raleigh last week.

W. L. Powell, cashier of the Bank of Littleton, died there a few days ago after a short illness. He was interested in the drug firm of McClenahan & Powell, at Norfolk, Va.

F. W. Parker, senior pharmacist in the store of Jas. I. Johnson, of this city, underwent a painful and dangerous surgical operation a few weeks ago. He is now able to return to work.

H. R. Clark, formerly manager of the Keysville Pharmacy, Keysville, Va., has accepted a position as traveling salesman for the A. J. Conner Co., of Boston, Mass., and left on August 15 for his new field of work.

On June 30 the Asheville Tasteless Quinine Company, a branch of the Paris Medicine Company, of St. Louis, was closed in Asheville, where it had been located for several years, and the transfer of the business was made to the Western headquarters.

A serious accident occurred at Dunn on the 6th inst. in the explosion of a soda fountain tank belonging to Hood & Grantham, druggists. D. R. Shaw and a colored boy were charging the tank, and, it is supposed, permitted an over-charge, owing to a defect in the indicator, when the entire top of the tank was blown off and hurled through the side of the small house near the drug store in which the tank was kept. One of the colored boy's legs was severely mangled, and will probably have to be amputated. Mr. Shaw also received severe bruises, though his injuries are not serious.

"Strike" in a Drug Store.

Indianapolis, August 10.—J. D. Pearson, the "cut-rate druggist" of this city, has been living a strenuous life for two days, on account of his four clerks, who walked out Tuesday noon, when he refused to raise wages. The store was full of customers and Pearson and his colored porter were left to take care of them. Pearson got up on a nerve cure box and made a speech, exhorting his patrons to have patience. He sent out for help and buckled in. He and the boy worked until 9 o'clock without resting or eating. By Thursday morning he had three clerks. Pearson says the clerks "hinted," Saturday, that the work was too heavy. Tuesday they marched up to him and asked what he was going to do. He said he was thinking of hiring another clerk, whereupon, Pearson says, they said they would not work with a new man—that they wanted a raise.

Pearson says he pays more than any other druggist in town, and his hours are from 7 a. m. to 9 p. m., while other stores run from 7 a. m. to 10 p. m., and his men get an average of every other night off.

OHIO.

Cincinnati to Have a New Physicians' Supplies House—Incorporation Are Well Known Business Men—News and Notes of the Trade.

(From our Regular Correspondent.)

Cincinnati, Ohio, August 20, 1901.—The Queen City of the West is to have one of the largest chemical laboratories in the country. It is to be built by the Physicians' Medicine Supply Company, which was incorporated the other day at Columbus. The capital stock of the new concern is \$25,000. The new company is composed of prominent business men of this city, who are as follows: N. Paul Fenner, Jr.; F. C. Waltz, Frank M. Foster, D. T. Fenner and Dwight S. Marfield. Paul Fenner, who is well and favorably known here, is the promoter of the company, which will make a special line of chemicals. All the young men interested in this latest venture of interest to druggists and physicians are well-known citizens and bright men of affairs. The consensus of opinion is that the company will prosper from the start, as similar concerns are doing well in Columbus and elsewhere throughout the country. The new concern expects to erect a four-story brick building at the start, and additions may be built as they are needed. Architects are now drawing plans for the building, and those interested in the company are searching for a suitable building site. Paul Fenner is particularly well known on account of his connection with local Republican politics. He was prominent for a long time in the Young Men's Stamina Republican League and held a responsible position in the Cincinnati Water Works office recently after the reform movement had succeeded here. Prior to that he had been a bookkeeper in the West End. Dwight S. Marfield was for years a minister of the gospel. He gave up the clergy in order to take up a commercial life, and this venture is the first intimation that his many friends have had of what his choice is. As a preacher he was extremely popular in Avondale, where he held a most prominent pastorate. The other young men whose names are used as incorporators are equally well known and their host of friends will wish them success in the venture.

HEARD HERE AND THERE.

George W. Kylius and his charming wife are at Atlantic City.

Gehrung & Albrecht have purchased Freeman's Pharmacy in Glenville.

Green & Co. have opened a new drug store at Evanston, one of the Queen City's thriving suburbs.

Fred. Schlenker, the popular Elmwood place druggist, has returned from a fishing trip to Kentucky.

Burglars broke into Tompkins' drug store at Norwood a few nights ago, but did not secure much money.

N. Ashley Lloyd, the popular wholesale druggist, is at Virginia Beach with his wife and children.

Frank L. Smith, superintendent of the Spurlock-Neal Co. of Nashville, Tenn., is visiting friends in this city and vicinity.

H. H. Grothaus, of Court and Cutter Streets, who has been seriously ill for some time, is able to be at his store again.

Morris Mayer, the well-known pharmacist, of Linwood, left yesterday for the Pan-American Exposition at Buffalo.

W. C. Orr, the widely known wholesale druggist of Columbus, has been chosen to act as secretary of the Democratic State Committee.

Homer L. Sayre, who clerks for Alfred De Lang at Fourth and Broadway, was married the other day to Miss Nellie Crotty, a local belle.

Burglars entered the residence of Druggist George Eger at 825 Dayton Street the other night and carried away valuable jewelry and money.

Col. E. J. Scott, the popular pharmacist of Nashville, Tenn., was in the city the other day accompanied by his wife. They were en route to the Buffalo Exposition.

The long established pharmacy of H. H. Koenken & Co., at Park Avenue and McMillan Street, Walnut Hills, has been sold at auction. Joe Lammert formerly owned the place.

Fred. Harper, for years one of the most prominent druggists in Southern Indiana, died the other day at his home in

Madison. He was 78 years of age and a prominent Odd Fellow and Mason.

A. F. May, of Cleveland, with his wife and children, sailed last month for Europe to be gone two years. Letters informing friends of their safe arrival and general good health have been received.

B. Franklin Buchanan, the clever pharmacist of Rising Sun, Ind., has entered the literary field, and a book under the title "Bogus Hollow" is his first effort. It is said to be a most creditable work.

Robert Groenland, of the progressive firm of Robert Groenland & Company, who own drug stores at Fifth and Central Avenues and Sixth and Elm Streets, is spending his vacation at Buffalo and vicinity.

W. L. Ritter, formerly in business in this city, has returned from Memphis, Tenn. Mr. Ritter was engaged in the drug trade in the Tennessee metropolis, but prefers to reside in this city in the future.

Dr. Lasance, of Liberty and Central Avenues, has sold his store to Oscar Hoffman, of Wade and Baymiller Streets. Mr. Hoffman expects to conduct both stores and will refit and renovate them in first class style.

A. D. Wells, the pharmacist at Fourth and Central Avenues, has the sympathy of his many friends over the recent death of his eleven year old son. The child was the light and sunshine of its parents' home.

B. J. Pardick, the popular druggist at 1535 Linn Street, is catching fish with a party of friends at Lake St. Clair. After indulging in the piscatorial pastime the group of sports will go to the Pan-American Exposition at Buffalo.

The lakes and Buffalo are catching many of the tourists who are going away to spend the heated term. Among the pharmacists who lately have been away are C. A. Apmeyer, of Vine and Corry Streets, and F. J. Boss, of Hartwell.

A peculiar thing happened at the recent meeting of the Kentucky State Pharmaceutical Association. J. W. Gayle and A. A. Dimmitt, two clever druggists, presented papers under the same title, "Good Buying." Neither knew of the other's action.

Julius Stephen, the clever druggist at 1768 McMillan Street, Walnut Hills, is taking a respite from business and will spend his vacation quietly on a farm in Kentucky. John H. Keonig, of 2175 Central Avenue, is visiting the lakes and the big show at Buffalo.

H. S. Kendrick, one of the medal students at the Cincinnati College of Pharmacy this year, has purchased the drug store of Louis Delmal at the corner of Wayne and Wyoming Avenues, Lockland. The young man was a bright student and will no doubt prosper.

Among the leading druggists who attended the Ohio State Pharmaceutical Association meeting at Dayton were noticed A. De Lang, John Weyer, Julius Greyer, Ed. Voss, William Kucemeuller, Ralph Friberg and F. Kutchback. Several of these pharmacists were accompanied to the Gem City by their wives.

Annual Meeting of the Michigan Board.

The Michigan Board of Pharmacy held its annual meeting at Star Island June 17 and 18. There were 92 applicants present for examination. Thirty-four applicants received registered pharmacist papers and 24 received assistant papers. Following is a list of those receiving certificates: Registered Pharmacists—C. M. Bennett, F. M. Leslie, H. E. Brunner, Anthony Loehner, C. C. Chapin, E. J. Mansfield, Geo. N. Cox, F. V. Masilko, W. J. Cook, Carl F. Mayer, M. F. Conway, C. W. Parker, Ed. N. Cote, Wm. A. Rose, Jr., E. D. De La Maler, M. J. Ryan, T. H. Disoway, G. G. Stillwell, R. C. Eaton, H. J. Sanford, H. H. Eatough, F. E. Tompkins, B. P. Edmunds, S. M. Wesoloski, Wm. Frank, D. L. Watson, C. J. Gelemins, W. D. Whitehead, H. T. Hennessey, R. A. Woodward, E. S. Hansenstine, A. L. Weeks, Edw. Harrison, Parke Whitmore. Assistant Pharmacists—H. L. Becker, Jr., Othmer Lyons, Bertley B. Mann, W. J. Braidwood, D. J. McDornold, Mary L. Brown, Wm. Michaels, R. T. Oolgrove, Archy Peasley, E. W. Pollard, C. H. Dawson, E. A. Ryan, F. G. Farrall, G. H. Trestaff, W. T. Fowley, Marie Von Borries, F. E. Hutchins, S. R. Von Lellen, S. F. Hart, A. A. Wheeler, L. J. Janacesk, C. H. Warner, J. J. Kelley, Alf. G. Walker.

L. E. Reynolds was the only absent member of the board. All the officers were re-elected, as follows: President, A. O. Schumacher, Ann Arbor; secretary, Henry Helm, Saginaw, and treasurer, W. A. Doty, Detroit. The next meeting will be held at Marquette on August 28 and 29.

MISSOURI.

Jobbers Make Concessions on Terms to Local Druggists—Arrangements for an Elaborate Entertainment for A. Ph. A.

(From our Regular Correspondent.)

St. Louis, August 14.—Each druggist in the city received the following circular letter from the local jobbers on the first of the month, which has caused considerable comment:

A committee of retail druggists has requested us to make the following changes in the rules laid down in our circular letter of June 29, and as we wish to obtain the expression of the trade before making any changes, we kindly ask you to write to your jobber advising whether such changes meet with your approval. They are as follows:

First: The jobbers to allow the return of containers that are clean and in good condition for credit on a basis of 20 per cent. less than prices charged for same, and that the retailers agree to accept from jobbers containers so returned at full prices when filling orders thereafter.

Second: That the jobbers allow the former cash discount of 1½ per cent. on accounts paid before the 10th of the month following date of purchases, and in consideration of same that the deliveries by jobbers be reduced to one per week, but, realizing that more are needed, we change their request to two per week.

The letter was signed by the Meyer Bros. Drug Co., the Moffit-West Drug Co., and the J. S. Merrell Drug Co.

WHAT THE RETAIL TRADE SAYS

Nearly all the druggists have replied to this letter. They all agree that the 1½ per cent. discount is none too much and would be very acceptable. A great many of them consider that the proposition in regard to the returning of containers is still unfair. With but very few exceptions the druggists do not consider two deliveries per week sufficient to meet their needs. A few small druggists, who are located far out from the center of town, have seldom required the jobber to make more than one or two deliveries per week. However, the majority of them feel that they could not get along with only two deliveries per week. Some of the druggists are talking about buying as much as possible in the eastern markets. The committee referred to in the jobbers' letter did not make these requests in the name of any organization, but, as one of the members said, it was a suggestion made by themselves personally.

ARRANGEMENTS FOR THE A. PH. A. MEETING

here next month are being pushed right along night and day. A few features of the entertainment have been definitely decided upon by the local committee, details of which are given in another column.

CITY JOTTINGS.

Miss Mary May Layton, daughter of Thomas Layton, was married recently to William M. Martin. The well deserved personal popularity of Mr. Layton makes the marriage one of interest to many druggists throughout the United States.

Judge & Dolph have moved their store from Seventh and Locust Streets to 616 Locust. They have purchased a building site at 515 Olive Street and are tearing away, getting ready to erect a three-story building, to be used exclusively as a drug store.

Obituary Notes.

Dr. Charles Mohr, for many years a member of the American Pharmaceutical Association and a frequent contributor of papers on the subjects of botany and materia medica, died at Asheville, N. C., on July 17. He joined the American Pharmaceutical Association in 1871, and severed his connection with it in 1897, when his health commenced to fail him. He served on several committees with credit and distinction. His former place of residence was Mobile, Ala.

Thomas H. Larkin, of the firm of Larkin & Scheffer, manufacturing chemists, died July 29, at his home, 2539 Laclede avenue, St. Louis, of blood poisoning, caused by a malignant carbuncle. Mr. Larkin was a prominent figure in the drug trade, and, besides being a member of the firm of Larkin & Scheffer, he was secretary-treasurer of the National Ammonia Co., of St. Louis, and a prominent member of the St. Louis Club. He was a bachelor and 52 years of age, and his whole life was spent in St. Louis, with the exception of a few years at the Pennsylvania Military Academy at Chester, Pa.

THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.



J. L. RAMSEY.

Secretary and traveling representative of the Bobbitt Drug Co., Raleigh, N. C.

New York City Notes.

W. W. Creswell, of San Antonio, Texas, who represents Lehn & Fink in that State, was the guest of Albert Plaut at the Drug Club a few days ago.

Charles E. Keith, the Massachusetts representative of Seabury & Johnson, is spending his vacation with his family at Norwalk, Conn., with an occasional run down to the metropolis to see if the trolleys are still well patronized.

L. W. De Zeller, of Seabury & Johnson's local forces, after two weeks spent at Amagansett, L. I., is again back among his friends. The pictures he conjures up of golf parties, boating, fishing and quiet strolls by moonlight have a tendency to make the retail trade very jealous. An affidavit, however, goes with every story.

Grant J. Woolston, who sees to it that the druggists of Connecticut and Long Island are always well supplied with Seabury & Johnson's goods, is on a vacation at the Pan-American. He will visit the old homestead at Cortland, N. Y., before resuming his labors.

W. W. Creswell, the Texas representative of Lehn & Fink, was in New York City recently on a short vacation, but has returned to the Southwest.

Wellington Bond, the Maryland and Virginia representative of Lehn & Fink, was in town last week.

Buffalo.—It is the regular custom for the visiting drug salesman to stop a few days at the Pan-American Exposition while making his rounds of the Buffalo trade. F. H. Estelle, salesman for John Wyeth & Bro., came to Buffalo early in the month, then departed for his home in Rochester and brought his entire family to the exposition.

E. M. Willsey, representative of the Albany Chemical Company, is also doing the exposition along with his regular business. He has a brother in Buffalo, so it was social as well as otherwise pleasant to bring his daughter to the fair.

H. J. Fernald is in Buffalo looking after the interests of the Century Perfume Company of New York. As usual, he tries to spend his spare time in his old home at Moravia, N. Y.

William R. Warner & Co. as usual send to the Buffalo field their trusty salesman, P. R. Lance, who is now due with his long list of manufactures for which the house is famous.

When we want to be "brushed up" we sometimes wait for W. R. McMillan, the representative of McKesson & Robbins,

in that department. He arrived August 1 and did the usual good business.

Arthur C. Stallman, who sells goods for the New York firm of Stallman & Fulton, is not so well known to the drug trade of Buffalo as he will be soon, for he began August in the interest of the firm with us.

Wayte A. Raymond, on the road as usual selling brushes and like goods for Alfred H. Smith, closed July and began August in Buffalo and enjoyed his usual good trade.

E. C. Stanley, who does not appear to be with us quite often enough yet to be known as one of the regulars, is in Buffalo selling spices, seeds, extracts and essences for the New York house of D. R. James & Brother.

A. J. Phillips, who covers the Southern territory for the Welch Grape Juice Co., of Westfield, N. Y., came North last week, and visited the Pan-American Exposition, and his company's plant at Westfield, N. Y. Mr. Phillips is well known to the drug trade of the territory east of the Mississippi and south of the Ohio to the Atlantic Coast.

Thomas G. Carpenter, for twelve years a traveling representative of the Schneider & Irving Drug Co., has resigned. He has been engaged in a similar capacity by John L. Thompson, Sons & Co.

Boston.—P. R. Lance was in town recently. He looked comfortable, despite the warm weather, and met with his usual success for W. R. Warner & Co.

Mr. Dewey was calling on the trade a few days ago. He was talking the specialties of Johnson and Johnson and did a good business.

The reliable Rudolph Wirth has been around to his customers again in the interest of E. Fougere & Co., of New York.

L. M. Session represents Fraser & Co., the tablet triturate manufacturers. He visited this city last week and carried away a bundle of orders.

G. C. Prescott, of Somerville, who was at one time in the employ of the Jaynes Drug Co., of Boston, has been missing from his home several days.

Chicago.—A. R. Thayer, who was Morrisson, Plummer & Co.'s representative in Eastern Michigan, died about July 20 at his home in Saginaw. He had Bright's disease, but was confined to the house only about ten days. Mr. Thayer was one of the veteran traveling men of Eastern Michigan and was well liked. He traveled many years for Williams, Davis, Brooks & Co., of Detroit.

Fred. M. Burroughs, Iowa man for Morrisson, Plummer & Co., has just returned from a trip to Atlantic City with his wife and family. C. F. Yates, Wisconsin man for the same firm, has gone to Fish Creek, Wis., to rusticate.

Mr. Ferguson, of Ferguson & Co., Philadelphia, was in Chicago recently on a trip through the northern country.

Joseph P. Plummer, superintendent of Morrisson, Plummer & Co., has resigned and has gone to Dixon, Ill., where he is associated with the Watson-Plummer Shoe Co., a new concern that is manufacturing shoes. Mr. Plummer was formerly superintendent of the Henderson Shoe Company at Dixon. When he left his recent position the employees of Morrisson, Plummer & Co. presented him with a handsome china cabinet and several pieces of cut glass.

A. J. Seguin, who travels out of Hance Bros. & White's Chicago office, has just finished a vacation at Windsor Park, Chicago, and has left for his territory in the West. Movements of other members of this office follow: C. F. Moore is on a vacation trip. C. A. Barnett is on a visit to Mackinaw, N. I. Balkan has just got back from his vacation outing. W. M. Schroeder has returned from the West and has gone East on an extended trip. J. H. Odert, manager, has returned from the Pan-American Exposition and several resorts; F. E. Perry is spending a vacation in the vicinity of Chicago.

H. N. Stem and C. B. Whilden, of Wm. R. Warner & Co.'s Chicago office, are in the city. W. K. Sutliff, representing the same firm, has gone to New York.

St. Louis.—Frank L. E. Gauss, the popular manager of the Searle & Herreth local office, has returned from his annual vacation, spent near Omaha, Neb. He reports a very enjoyable time. In company with sixteen friends, he spent the time camping out on a large ranch near that city.

The stork called at the home of L. A. Fisher this week. Mr. Fisher is one of the city representatives of Eli, Lilly & Co.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, August 24, 1901.

THE volume of business in the several departments of drugs and chemicals has been rather limited during the period under review. A continued fair inquiry is reported by the jobbing trade, but importers complain of a disposition among large buyers to limit transactions to temporary requirements, and the movement of stock generally has been light. Prices continue even on most lines, only a few changes of special importance having taken place. The feature of the period was an unexpected decline in the price of domestic quinine, which is attributed to continued heavy bark shipments and a lessened demand for the alkaloid. The agents of foreign makers promptly met the reduction, and all brands are now quoted on a uniform basis. Camphor values have again declined, domestic refiners reducing quotations 1 cent a pound, and the market is easy at the decline. Numerous other changes are to be noted, but the majority are of minor importance.

HIGHER.	LOWER.
Menthol,	Quinine,
Thymol,	Camphor,
Nux vomica,	Opium,
Serpentaria root,	Ergot,
Senega root, Western,	Saffrol,
Bay rum,	Acetanilid,
Oil of spearmint.	Naphthalin,
	Ipecac root,
	Chlorate of potash,
	Manna, small flake,
	Cocaine muriate.

DRUGS.

Acetanilid is weaker and manufacturers' agents are offering at a reduction of 2c per lb., the revised quotation being 19c to 21c, as to quantity. The decline in price is attributed to sharp competition among manufacturers.

Alcohol has been active for consumptive purposes, and prices are steadily maintained at the recent advance to \$2.51 to \$2.53, as to quantity, less the usual rebate for cash in ten days.

Arnica flowers are jobbing quite actively and values are sustained on the basis of 9½c to 11c, foreign markets ruling very firm.

Balsams.—Copalba continues in moderate jobbing demand and previous prices are well maintained. Canada fir is held with more firmness, in view of limited offerings from the country and prevailing uncertainty as to the conditions of supplies there; sales have been made during the interval at \$2.70 to \$2.80. Tolu continues quiet and quotations are more or less nominal at 27c to 29c. Peru is a shade firmer, but sales are making at the previous range of \$1.35 to \$1.40.

Barks.—Cascara sagrada is the chief feature of interest in this department. There is a good demand for shipment from the Pacific Coast, but buyers' views are below those of holders and business is rather at a standstill. Stocks are light and there is consequently no urgency to realize on the part of holders, who are looking for higher prices. Other leading varieties of bark are selling fairly in a jobbing way at unchanged prices.

Buchu leaves are jobbing quite actively and the stock appears to be under good control, holders of short having advanced their inside figure to 28c. Long is practically out of market and 75c is named for the limited quantity available.

Cantharides remain quiet, with offerings of stock at 60c to 65c for Russian and 52½c to 55c for Chinese, as to quality and quantity.

Cassia buds are not inquired for to any extent and the market is without animation, though values are maintained at 23c to 24c, as to quality.

Chamomile flowers continue in fair jobbing request, with sales at the quoted range of 21c to 23c for Roman, 23c to 25c for new German and 15c to 16c for Hungarian.

Coca leaves are maintained in good position under the influence of strong advices from primary sources, and holders offer sparingly at the range of 25c to 26c for Truxillo and 25c to 26c for Huanuco.

Cocaine muriate was reduced 50c per oz. on the 22d inst. by leading manufacturers, this big cut in price being attributed to the operations of an independent manufacturer, who has been offering to sell at a material concession from the figures quoted by other manufacturers for some time past. The revised range is \$5.50 to \$5.70 for bulk.

Colocynth apples show no change from recent quotations. The demand is only moderate, but there is no pressure to realize.

Cubeb berries are held about as before. Only small lots are inquired for, for which 12½c to 14c and 15c to 18c are paid for whole and ground, respectively.

Cuttlefish bone is in good, seasonable inquiry, with holders quoting on the basis of 20c to 21c for prime Trieste, 80c to 85c for jewelers' large and 40c to 42c for small.

Ergot is weaker in tone, owing to the unsettled state of the foreign market, and quotations have been generally reduced to the basis of 43c to 45c for German and 48c to 50c for Spanish.

Lactucarium is again in better supply owing to recent arrivals of German, but the season's yield is reported small and holders ask \$6.50.

Manna attracts only limited attention, and quotations on small flake have receded to 57c to 60c; quotations on large flake and sorts are unchanged.

Menthol is scarce and firmer, and the inside spot quotation has been advanced to \$4.50.

Morphine has sold well during the interval and some transactions were, it is intimated, made at a shade under our quotations, competition among holders being somewhat keen at the moment.

Naphthalin is taken rather indifferently by consumers, and while quotations for balls are unchanged, manufacturers announce a cut in flake to 2.60c.

Nux vomica is scarce and in demand and recent sales were at 2½c. Conflicting reports regarding this year's crop, some reporting it to be a failure, have served to strengthen the views of holders.

Opium continues on the down grade. The tone of the market is easy and importers appear rather freer in their offerings, though there is no actual pressure to sell and holders appear to be standing their ground at only a fractional decline from our last quotation. While some in the trade are looking for an improvement in prices, it is believed by others that present prices are fully as high as the statistical situation warrants. Single cases are held at \$3.17½ to \$3.20, while jobbing lots offer at \$3.20 to \$3.22½.

Quinine continues weak and depressed. At the bark sales in London on the 20th inst. the average price paid was a fraction under the unit value at the previous sale, but the decline hardly affected this market and jobbing sales were fairly numerous. While 28 cents is generally quoted for Java, it is intimated in some quarters that a bid of 27c would not be turned down. American and foreign manufacturers quote uniformly on the basis of 30c to 32c, but the quotation for German in second hands is 29c to 30c.

Sugar of milk will be advanced 1c per lb. on September 1, and dealers meanwhile offer sparingly at 12c to 13c for powdered.

Thymol is under better control and the tone of the market continues firm with a further advance in price, nothing now offering under \$4.50.

Vanilla beans are in fairly active demand with the sales at \$8.00 to \$13.50 for whole Mexican, \$7.50 to \$8.50 for cut, \$4.50

to \$7.50 for Bourbon, and \$1.60 to \$2.00 for Tahiti, as to quantity.

CHEMICALS.

Alum is selling freely from the hands of manufacturers and current quotations are well maintained, the sales being at \$1.75 to \$1.90 for lump, \$1.85 to \$2.00 for ground, and \$3.00 to \$4.00 for powdered.

Arsenic is not quotably lower, though the market is easy in tone, due to the absence of demand, powdered white being barely steady at $3\frac{1}{4}$ c to 4c, as to brand and quantity; red continues held and selling at 7c to $7\frac{1}{2}$ c.

Bleaching powder is selling less actively in a jobbing way, though the distribution into channels of consumption on contract orders continues of average proportions. Quotations for the various grades remain the same as for some weeks past, leading English brands being held at 2c to $2\frac{1}{4}$ c, and Continental $1\frac{1}{4}$ c to 2c.

Boric acid is maintained steadily at manufacturers' prices, or say $10\frac{1}{4}$ c to $11\frac{1}{4}$ c for crystals, and $11\frac{1}{4}$ c to $11\frac{1}{2}$ c for powdered.

Carbolic acid is meeting with a moderate inquiry and selling at 23c to 24c for crystals in bulk and 28c to 29c in lb. bottles, as to quantity.

Chlorate potash is weak and unsettled in the absence of demand and our quotations are fractionally lower.

Citric acid is maintained at 37c to $37\frac{1}{2}$ c for domestic, though the demand at the moment does not exceed jobbing proportions.

Cream tartar is without important variation. Powdered is selling fairly in a jobbing way at manufacturers' quotations, or say 20 cents.

Mercurials are in moderate demand and firm at manufacturers' quotations, or say 41c to 42c for blue pill, 86c to 88c for calomel, 77c to 79c for corrosive sublimate, 46c to 47c for ointment, $\frac{1}{2}$, 37c to 38c for 1-3, 96c to 98c for red precipitate, and \$1.01 to \$1.02 for white.

Nitrate of silver is jobbing fairly at the range of $39\frac{1}{2}$ c to 41c.

Nitrate of soda is nominally unchanged at \$1.92 $\frac{1}{2}$ to \$1.95, but the market is weak and unsettled owing to slackened demand and more plentiful supplies.

Quicksilver is in good demand and firm at $66\frac{1}{2}$ c to 67c.

Tartaric acid continues in good seasonable demand, with the sales at manufacturers' quotations, or say 29c to $29\frac{1}{4}$ c, as to quantity.

ESSENTIAL OILS.

Anise is unchanged from \$1.25 to \$1.27, but the demand continues light, only small jobbing sales being reported.

Cedar is higher owing to scarcity, 70c to 85c being now named as to quality and quantity.

Clove shows no change from 55c to $57\frac{1}{2}$ c, but the market appears firm at this range.

Cubeb is in moderate demand and firm at \$1.15 to \$1.20.

Pennyroyal, new crop, is arriving, but the market is extremely dull, though holders show no disposition to urge sales by price concessions and \$1.30 to \$1.35 is generally named.

Peppermint continues to harden in value and H. G. H. is held at the extreme range of \$1.65 to \$1.75 and Western in tins \$1.35 to \$1.45, with holders offering with some reserve at these figures.

Sassafras is firmer and spot quotations have been advanced to 40c to 41c for natural. Quotations for artificial are unchanged at 30c to 31c.

Saffrol is dull, with the market easy at a reduction to 40c. to 42c. for drums and cans respectively.

Wormwood continues in small supply, while a steady, moderate demand is experienced and holders have advanced their quotations to \$5.25 to \$5.50.

GUMS.

Camphor has been further reduced by American refiners, who now quote $57\frac{1}{2}$ c to 58c for bbls. and cases respectively. The uncertain position of the crude gum in foreign markets is referred to as the prime factor in the unsettled position of the article here.

There are no new or interesting features in other varieties of druggists' gums, and prices generally are as last quoted.

ROOTS.

Colchicum remains quiet, but the market is steady in tone with 8c to $8\frac{1}{2}$ c asked.

Gentian is reported firmer in the foreign markets, but prices here are as yet unaffected, recent sales being at 4c to $4\frac{1}{4}$ c, as to quantity.

Golden seal continues to improve and 58c is now quoted inside.

Senega is scarce and quotations for prime Western have been advanced to 39c to 40c. Quotations for Southern are nominally unchanged at 45c to 46c and the market is steady in tone.

Serpentaria is inquired for, but the available supply is limited and the tendency of value upward, with 44c to 45c now quoted.

SEEDS.

Canary has sold freely during the interval, the transactions in Smyrna being at 2.10c, while $2\frac{1}{4}$ c to $2\frac{1}{2}$ c is the popular quotation. Caraway is easier under the influence of favorable crop reports, and sales are making at $5\frac{1}{2}$ c for Dutch.

Coriander is meeting with a good seasonable demand, with large sales of bleached at $3\frac{1}{4}$ c to 4c; natural held at 3c to $3\frac{1}{4}$ c.

Hemp is quiet but firm at $2\frac{1}{4}$ c to 3c for Russian.

Mustard of the several varieties is held as before with jobbing sales.

The Popularity of Welch Grape Juice.



The Welch Grape Juice Co. report the busiest season in their history, the demand for Welch's Grape Juice being constantly on the increase. Those druggists who have visited the Pan-American Exposition can readily understand why Grape Juice is becoming one of the most popular beverages. Welch's Grape Juice has the Grape Juice concession at the Pan-American, and five booths dispense large quantities of the delicious drink.

Saturday, August 3, 10,000 Pan-American visitors drank Welch's Grape Juice. People are going home with the Welch Grape Juice habit and nothing but Welch's appears to satisfy it.

The Bright's Kidney Beans Co.

The Bright's Chemical Company, of Little Falls, N. Y., of which John Hurley, the well-known pharmacist of that place, was the founder, has been succeeded by a new corporation, of which Mr. Hurley is the principal director. The new corporation is called the Bright's Kidney Bean Company, of Little Falls. It is capitalized at \$250,000, and the names of the directors follow: John Hurley, G. D. Smith, D. J. Williams, W. H. White, E. H. Kingsbury, R. D. Fuller, G. J. O'Connor and E. S. Van Valkenburg, Little Falls; T. H. Jameson, Rochester; E. C. Hard, Buffalo; A. H. Berry, Kalamazoo, Mich.; C. M. Vaughn, Chicago; Samuel Alston, Ilion, N. Y.

A Handy Book on Soda Water Syrups.

There has just been issued by the American Soda Fountain Co., 278 Congress street, Boston, manufacturers of Tufts soda fountains, a very handy and valuable volume of formulas for the soda fountain, a copy of which should be in the hands of every pharmacist. It can be had free of charge by applying to the company at 278 Congress street, Boston, and mentioning the AMERICAN DRUGGIST.

A Dispensing Requisite.

A neat bottle cap is a sine qua non at the prescription counters, and the "Baronet" caps sold by Lehn & Fink, of New York, seem to fulfill all the requirements that can reasonably be expected. The colors are fast and do not stain the fingers, and they are cheaper than the imported. Write them for sample, mentioning the AMERICAN DRUGGIST.

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and PHARMACEUTICAL RECORD

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PHARMACY LAWS AND THEIR APPLICATION.

THE relation of the law to pharmacy is one which is very generally misunderstood, both by pharmacists themselves and by the public. As to the legislators they probably are fully as ignorant of the true and proper relation between pharmacists and the laws which govern their calling as is the public at large. This misunderstanding primarily arises from the fact that while in theory laws governing the practice of pharmacy are designed for the protection of the public, they are, in fact, to a very considerable extent, introduced by pharmacists for the protection of qualified pharmacists from the unfair competition and illegitimate methods practiced by men who have not the proper mental qualifications and technical training for the proper discharge of the very serious tasks which fall to the lot of the pharmacist.

As pointed out in the admirable article by Professor Beal which appears in another column, the proper application of the well considered pharmacy law results in good both to the pharmacist and the public, and those pharmacists who, losing sight of the general obligation under which they lie to conduct their business in conformity with the legal regulations provided, by employing unqualified assistants not only transgress the law, but commit a grave error from a purely commercial standpoint.

The essential difference in the relations which exist between the public and the pharmacist, and those which exist between the public and any other class of dealers in merchandise is in the personal and confidential nature of the service rendered by the pharmacist. Other things being equal the success of the druggist depends principally upon the degree of confidence which the public has in his knowledge, skill and trustworthiness. The most valuable asset, therefore, that a druggist can have is the confidence of the public, and anything which he may do, or allow to be done, which will tend to destroy or weaken this confidence, is seriously detrimental to his best interests.

When the customer sees an inexperienced stripling performing duties which he had been taught to believe require the exercise of great care, skill and knowledge, he either distrusts the pharmacist who permits this evasion of the law, or he concludes that all the statements which have been made concerning the degree of technical skill required of pharmacists are false and have been made from interested motives. The result in either case is highly prejudicial both to the particular pharmacy and to all pharmacies in general.

No portion of the pharmacy law probably causes so much annoyance to the pharmacist and to his customers as does that which requires the registration of poisons; but, on the other hand, probably no portion of the law is of so great importance as a protection to the pharmacist, for where a damage suit arises through the use of any

poison, if the druggist can prove that he has complied with the provisions of the poison law, he is almost sure to be acquitted from any blame; but, should he not be able to prove this, he will very likely be forced to pay damages which may wipe out the savings of a life time.

THE INCREASING USE OF EXPENSIVE DRUGS.

WITH the decreasing use of the old-fashioned galenicals and botanic drugs, there has been of recent years a marked growth in the consumption of the more expensive official and non-official preparations. In a recent editorial article we gave a concrete example illustrating in a striking manner the difference between a prescription dated 1847 and one bearing the date of the present year. To-day we shall consider the effects of this tendency upon the material interests of the public and of the pharmacist.

In the first place, the modern pharmacist can relegate to his upper shelves a large number of simples, galenicals, herbs and drugs that are but rarely called for nowadays, and then usually by the public, not by physicians in their prescriptions. On the other hand, the modern prescription department must be well stocked with, or ready to prepare, a host of the "elegant" pharmaceuticals, and above all must contain a vast assortment of the innumerable products that are conveniently, but often incorrectly, styled synthetics. The cost of such a stock, if at all approaching completeness, is considerably above that of the old-fashioned prescription department, for these newer remedies are almost all expensive.

Examined for a moment from the viewpoint of the public, this state of affairs involves a larger expenditure for medicaments than formerly, though to a certain extent this increase is balanced by the fact that, as a whole, fewer prescriptions are written in proportion to the number of sick people to-day, simply because the physical methods of treatment play such a prominent role in the cure of disease, and because polypharmacy is now a mere tradition of the past. Speaking of the expensiveness of modern medicaments from the point of view of the consumer, it is interesting to note some statistics recently published by M. de la Varenne in *La Presse Médicale* concerning the consumption of drugs in the Paris hospitals. The central administration of the public hospitals of Paris has issued a circular in which the members of the medical staffs of these institutions are requested "so far as possible to prescribe less expensive substances." This circular is the result of an investigation conducted by a commission appointed for the purpose of ascertaining the causes of the enormous increase in the budget of the central pharmacy of the hospitals.

It appears that for twelve years there has been an astonishing increase in the use of codeine in the Paris hospitals, while the price of this alkaloid has risen from 400 to 700 francs per kilogramme. The city now pays about 300,000 francs for codeine alone annually, chiefly because a preparation called "julep tolu-codéine" is so frequently prescribed. We fancy our readers would rather be excused from paying the bill for rum

for the hospitals of the capital of France, for it amounts to 135,000 francs annually. Spirit of camphor is represented in the Paris budget by 50,000 francs, and alcohol for the necessary pharmaceutical processes requires the respectable sum of 250,000 francs annually. The same circular provides that certain still more expensive substances shall not be dispensed in the hospitals without the written order of the physician-in-chief of the service. In this group are remedies which are frequently used, and whose cost in our currency ranges from one to seven dollars a grain. Such are, for example, musk, which is worth 3,000 francs per kilogramme; the salts of gold and of platinum, 5,000 francs; homatropine, 20,000 francs; crystalline digitaline, 30,000 francs, and ergotinine, the most expensive of all, 35,000 francs per kilogramme!

In view of the daily addition to the list of the newer drugs and chemicals, it is a physical as well as financial impossibility for the retail druggist to have a complete stock of these substances ready for dispensing when called upon by physicians. Therefore it happens very frequently that, in order to sustain the reputation that he "keeps everything," the pharmacist buys an original package of one or another of the expensive synthetics or alkaloids, in order to fill a single prescription, and as there is nothing more evanescent, no, not even *Gloria Mundi*, than the demand for some of the newer remedies, the druggist is often obliged to keep the unused material standing on his shelf for ever and aye.

Add to this the keen competition in the prices of prescriptions, especially by the department store pharmacies, and the fact that fewer and fewer of the "old-fashioned" pills and potions that have been the chief source of profit to the pharmacist of olden day are prescribed, and the conclusion is inevitable that the prescription trade is a business which now pays less than ever for the investment of brains and money which it involves.

THE A. PH. A.

OWING to a change in the schedules of the railroads since the preliminary announcement was issued by the local member of the Transportation Committee, the special party from New York and vicinity will leave Barclay street ferry at nine o'clock on Sunday morning, September 15, arriving in St. Louis on Monday afternoon at two, one hour before the time set for the first general session. The fare from New York is \$21.25, and, in purchasing tickets, an association certificate should be secured. On arriving in St. Louis this certificate should be turned over at once to the local secretary, Dr. H. M. Whelpley, who will visé and return it, when a return ticket can be bought for one-third the fare paid going. Sleeper accommodations should be secured in advance, the price for a berth from New York to St. Louis being \$6.00. Reservations will be made by the New York member of the Transportation Committee, Caswell A. Mayo, 66 West Broadway, City, who would like to hear from all who contemplate going as promptly as possible. Great interest is being manifested in the meeting, and the committee which has in charge the new exhibit feature state that this feature of the convention will prove most valuable and suggestive.

THE PHARMACIST AND THE LAW.

By J. H. BEAL, SCIO, O.

THE ORIGIN AND PURPOSE OF THE PHARMACY LAWS.

THE pharmacy laws of the United States are of comparatively recent creation, all of those at present in force dating since the year 1869.

For some reason not very clear, unless because of the large number of new drug stores established during that time, the period between 1865 and 1870 was characterized by a number of fatal or serious accidents chargeable to, or which were at least by common consent charged to, the neglect or ignorance of druggists. So frequent were these occurrences and so caustic were the criticisms of the newspapers that a number of bills intended to regulate the practice of pharmacy made their appearance in the legislatures of the various States. The druggists of the period were at first generally antagonistic to the proposed measures, but as the agitation continued the wiser and more farsighted members of the profession, seeing the inevitable drift of events and preferring to live under measures of their own approval rather than under those prepared without their aid, began themselves to take an active part in the preparation and advocacy of such laws. Thus the pharmacist, making a virtue of his necessity, became the champion of measures designed to restrict him in the exercise of his own profession for the public benefit.

Notwithstanding the fact that the pharmacy laws have thus derived their main support from the druggists, they had no other argument for their original enactment and have no other excuse for their existence than the necessity of protecting society against the ignorance and mistakes of incompetent men, or to restrain the carelessness and intentional wrongdoing of those who may be competent. Their primary and their final reason is the public good. So far as the druggist himself is concerned, they are restrictive and not protective.

The legal regulation of the practice of pharmacy has now become so firmly established as a part of public policy that it would be foolish to doubt its continued existence, and the efforts of pharmacists in the future should be given to bringing about the improvement and correction of the pharmacy laws, and not to hopeless endeavors to procure their repeal.

THE DEFECTS OF THE PRESENT LAWS.

As we have seen, the purpose of the pharmacy law is to protect the public, not the pharmacist. This suggests the question, Is the law of any benefit whatever to the pharmacist? The answer depends upon the character of the law and the manner of its enforcement. If the law is a good one and properly enforced, it not only protects the public against ignorant and incompetent men, but by excluding the latter from business thereby lessens the competition to which the qualified pharmacist is subjected.

If the law is a poor one, or poorly enforced, it does neither of these things, and is a positive detriment to all parties. By affording a seeming protection to the public it silences the demands for such legislation and thus stands in the way of better enactments, while the legitimate pharmacist who voluntarily observes its provisions is unable to compete with the unscrupulous ones who ignore its provisions and thus escape its burdens. In this respect it is like a loosely enforced tariff, where the advantage is all on the side of the smuggler, who, by his contraband operations, is able to undersell the honest im-

porter who brings his goods through the custom house and pays the duty which the Government demands.

That the present pharmacy statutes have fallen far short of accomplishing all that they ought to and can be made to accomplish must be admitted by all who have carefully studied the subject.

Among the more important reasons for this are the following:

(1). At the time of the enactment of the laws the drug business was admittedly overrun with men entirely unqualified to practice pharmacy, yet permitted to register and remain in business on an equality and in competition with those who were qualified. This recognition of the unfit was a necessary evil, for without this concession the laws could not have been passed.

(2). The subject of pharmacy legislation being new to pharmacist and law maker alike, the first enactments were in the nature of experiments, some of them so crude and imperfect as to be absolutely incapable of enforcement, and ready to fall to pieces with the first fire of judicial criticism.

(3). The laws were not rigid enough in their requirements for the admission of new men, or the boards were too liberal in their interpretation of the requirements for admission, and when an occasional board did make an attempt to raise the standard it was met by a chorus of protests from the druggists already in business, who of all men should have been most anxious to prevent the inrush of men into an already overcrowded profession.

(4). Because of the inefficiency of the laws, the lack of funds with which to prosecute violations, the timidity, and, in some cases, the inefficiency of boards of pharmacy, the laws in many cases have been allowed to remain dead letters.

It must not be understood from the foregoing criticism that no good word can be said for the pharmacy laws. On the contrary, in spite of the defects and the difficulties which have attended their enforcement, they have been immensely beneficial. The deficiencies which have been pointed out could hardly have been avoided and are properly regarded as necessary steps in the evolution of a system of jurisprudence dealing with a new subject matter.

THE REMEDIES.

The remedies, if not easily applied, are at least easily pointed out.

First.—Such amendments of the laws, in accordance with the knowledge gained from experience, as will make them a really efficient means of excluding the unqualified.

Second.—The better education, both of the public and of the pharmacist, as to the nature and purpose of the laws, in order that the proper amendments may be asked for.

Third.—A rigid enforcement of the laws, after their amendment, so that the competent and law abiding pharmacist will not be compelled to compete in business with a horde of unqualified men who are willing to prostitute an honorable calling for the sake of personal gain, without regard to the effect which their actions may have upon their fellow craftsmen.

THE STATE ASSOCIATION SHOULD PROPOSE AMENDMENTS.

In attempting to secure the amendment of the laws we must be sure that the changes proposed are proper changes, and that their enactment will prove beneficial. Every year the legislatures are filled with half digested measures of various kinds, many of them but little, if any, better, and some of them positively worse than the laws they are designed to amend.

¹Read before the Western Pennsylvania Retail Drug Association and contributed by the author for publication in the AMERICAN DRUGGIST.

The more the writer studies the subject the more thoroughly he is convinced that the initiative in the securing of pharmacy legislation should be taken by the State Pharmaceutical Association. Only in this way can we limit the introduction of all sorts of measures by irresponsible persons who have a penchant for law making, and thus keep the pharmaceutical interest in a turmoil from the time the legislature meets until it adjourns.

It is true that many of the measures thus introduced are meritorious, but not having been first presented to the pharmacists of the State for discussion and approval there is so much difference of opinion developed at legislative hearings that legislators are frequently led to remark with disgust that the druggists do not know what they want.

The best way to discourage the frequent introduction and occasional passage of freak pharmacy bills is to have it generally understood by pharmacists that they will oppose all legislation which does not have the indorsement of the State association. Those who have new ideas to exploit should bring them to the annual meeting, where they can be thoroughly discussed and the chaff sifted from the wheat. If the ideas thus presented do not have sufficient vitality to withstand the sifting process, neither the public nor the profession will suffer greatly by their non-appearance in the legislature, while if they have any kernels of good in them these will surely be extracted and will be all the better for the gauntlet of criticism which they have undergone.

This plan presupposes the devotion of much more attention by the State association to the subject of legislation than heretofore. Instead of postponing the subject to the end of the session, or pushing it into a corner of the annual programme as is customary, it will be necessary to devote at least the whole of one session to the subject. Certainly there is no other matter more deserving of the attention of the State association, or one upon which they can more profitably spend their time, than that of pharmacy legislation.

Presuming the pharmacy laws to have been properly amended, the next question which presents itself is their proper enforcement, for without enforcement the best of laws are useless.

The Americans are the most remarkable people in the world for the passing of laws, and the least remarkable for enforcing them. To judge from our actions, we believe that when we have discovered an evil and have persuaded the legislature to adopt a verbose declaration against it with plenty of pains and penalties attached, we have done all that is necessary, and that we have only to sit down and see the millennium come in like the old fashioned circus procession.

THE ARGUMENT OF EGOISM.

If the world was founded upon an altruistic basis, and altruism were the mainspring of human action, laws would be self enforcing, since each member of the community would be willing to sacrifice his personal interest to serve the general good. Unfortunately egoism and not altruism is the philosophy which dominates modern society. The hard strife of the struggle for existence prompts men to ask themselves the question, not how shall I direct my efforts so as to contribute most to the benefit of the whole community, but, rather, how can I compel the community to contribute most to my individual ease and profit? Why should I practice the charity of communism when the piracy of individualism is both profitable and respectable? If the law imposes duties which are onerous, why should I not evade them if I can? Or, in other words, is there any other argument than the

altruistic one, or that of my social and civic obligations, to restrain me from violating the law, whenever and wherever I am able to do so without danger of detection and punishment?

Pinched by the pressure of overcompetition and financial necessity, the pharmacist frequently applies the egoistic argument to his own pursuit in this manner: An unregistered and unqualified clerk will cost less than a qualified one; why should I not save the difference? It is troublesome and requires time to label poisons and register their sale as required by the statute; why should I not quietly ignore these provisions? Inferior and adulterated drugs cost less than choice articles of the same kind, and my customers will never know the difference; why should I not use them? Or why should I hesitate to sell liquors, narcotics, and drugs and articles for immoral and illegal purposes, and thus add materially to my profits, if I can do so without detection?

One purpose of this paper is to show that, independent of moral and legal obligations, there are other and cogent reasons why we should obey the pharmacy laws, and that self interest coincides with duty in demanding that we should strictly observe the provisions of the law ourselves and insist upon its observance by others.

PERSONAL NATURE OF THE SERVICE WHICH THE PHARMACIST RENDERS THE PUBLIC.

A feature of the pharmacist's calling which should never be lost sight of is the personal nature of the service which he renders his patrons.

The business of pharmacy differs mainly from other species of retail business in this, that its commodities are bought almost wholly upon the faith of the purchaser in the integrity and competence of the druggist, while ordinary articles of merchandise, as food and clothing, are bought mainly upon the faith of the purchaser in his own judgment and ability to distinguish the good from the bad and the dear from the cheap. This confidence in the good faith, skill and knowledge of the druggist is the foundation of the drug business. To destroy it is to destroy the sole excuse for the pharmacist's existence, and removes the only reason why the business of dealing in drugs should be separated from the dealing in general merchandise, or for excluding the dealer in the latter from handling all the articles of the materia medica. Other things being equal, that druggist in any community, large or small, who succeeds in creating the largest following of those who believe in the superiority of his skill and integrity over the same qualities of his competitors will have the most profitable business. The good opinion of the community is the druggist's most precious possession; it should be assiduously cultivated and jealously preserved, both by the individual pharmacist and by the profession at large.

THE IMPOLICY OF EMPLOYING UNQUALIFIED ASSISTANTS.

If the preceding conclusions be correct, and we challenge any one to prove to the contrary, then the pharmacist can make no greater business mistake than to pursue a policy which will lessen the confidence of the public in himself or in his calling, and no policy will more certainly or more quickly destroy this confidence than the habit of employing unqualified and inexperienced boys as assistants and permitting them to discharge the functions of qualified men, to compound prescriptions, and dispense drugs and poisons to all comers.

That collective entity or organization which we call the public, while it does many foolish things, and in many respects is easily humbugged, is for these reasons all the

more suspicious and the more likely to mistrust those who serve it.

If the only reason we can allege for the pharmacy law is the necessity of keeping the sale of drugs out of the hands of the uneducated and unqualified, then by what line of argument can we justify ourselves if we permit behind our counters the very sort of men the law is designed to exclude?

Surely there is no virtue in the name drug store that can make a competent man out of an incompetent one, nor any magic in the colored globes in the show window that will make a druggist out of one who would not be considered a druggist if he were behind a grocer's counter.

When a patron sees exercising the responsible part of an assistant a youngster whom he knew only a few months ago as a grammar school pupil, or as boy of all work about a grocery store, his conclusions therefrom must be detrimental either to the reputation of pharmacy in general or to that of the clerk's employer in particular. Either he must conclude that if the art and mystery of pharmacy is so simple that any mere stripling can acquire a competent knowledge thereof in a few months, it must also be simple enough for the grocer's clerk to understand, or else he must decide that the employer of such a clerk is a very negligent person, and that it would be wise to transfer his patronage to some more careful druggist.

THE LABELING AND REGISTRATION OF POISONS.

The same arguments apply with equal force against the careless and indiscriminate sale of poisons without labeling and registering them, as required by law.

The laws of most States provide that where dangerously poisonous substances are sold the vendor shall record the name and address of the purchaser, the name and quantity of the article supplied, and the purpose for which it is to be used. These are necessary and proper provisions, and there can be no good reason alleged why they should not be carried out in letter and in spirit.

Knowledge of the fact that the record will enable such articles to be traced to the purchaser has deterred many from criminal attempts upon the lives of others, as is shown by the material decrease in the number of criminal uses of poison since the general enactment of these provisions.

Not only is the strict observance of the poison laws a matter of such great public interest as to justify the State in visiting severe penalties upon those who wilfully or carelessly disregard them, but their observance is a matter of great private interest as well.

Few things can be more hurtful to the drug business at large than a popular impression that the sale of poisons and active drugs does not call for any special knowledge or precautions. Such an impression is already too prevalent, and to its existence can be traced the loss to the druggist of the sale of many substances which are now common articles of merchandise, but which with a proper education of popular opinion would be restricted solely to the drug store.

Originally the pharmacist was the only member of the community who dealt in poisons, but as neither the pharmacist nor the law made any effort to convince the public of the fitness of this order of things, the sale of many such substances gradually drifted into the hands of grocerymen and others who now sell in the aggregate an enormous amount of dangerous and potent physiological agents. The sooner the public can be educated back into its former belief the better will it be for both public and pharmacist. The most powerful means in the hands of the pharmacist for converting the public to this opinion is by observing

all the niceties of the law and of ethics in the labeling and registering of poisons.

The pharmacist who observes strictly the rules regulating the sale of poisons strengthens himself in various ways:

He convinces the customer that he is a careful, competent and conscientious pharmacist, who may safely be intrusted with the delicate and responsible functions of compounding and dispensing drugs and medicines.

He calls the attention of his patrons to the fact that the sale of poisons is such an important function that only specially trained men should be permitted to discharge it.

He puts the pharmacy board in position to demand that the law concerning labeling and registering should be observed in the sale of poisons by grocers and dealers in general merchandise, and these, if compelled to label and register the sale of the potent substances which they handle, will soon cease to carry such agents in stock, so that the druggist will once more come into his own.

The reason sometimes given by pharmacists for not registering the sale of poisons—viz., that customers resent the asking of questions necessary to complete the record—in the writer's experience has but little weight. The druggist must be lacking greatly in discretion if he cannot obtain the necessary information without offending the customer. A simple statement that the law requires the record is usually all that is necessary, and if the poison is wanted for a legitimate purpose the customer, if a desirable one, will rarely offer any objection, and will leave the store with increased respect for the druggist and his profession.

Another and very important reason why the druggist should observe all the regulations concerning the labeling of poisons and the registration of their sale is that it has an important bearing in fixing his responsibility in case of an accident. In all suits growing out of accidents caused by poisoning the question whether or not the pharmacist complied with the label and registration laws is a vital point. If he can prove that he has complied with these provisions he is almost sure to successfully defend his suit, while if he has omitted to comply with the law he is almost equally certain to meet with defeat. It is true that a pharmacist may do business for years without having to defend a suit for damages, and then he may have a single suit which, if decided adversely, may sweep away at once the earnings of a lifetime. The faithful observance of the poison law is in the nature of an insurance against such a disaster.

THE SALE OF NARCOTICS AND ARTICLES INTENDED FOR IMMORAL AND ILLEGAL PURPOSES.

The same line of argument applies to the illegal sale of liquors and of narcotics, and articles intended for immoral or illegal purposes. The sale of such articles when not in contravention of law is perfectly reasonable and legitimate, and no one but a fanatic can object to it. It is only the illegitimate and unreasonable sale of such articles that is reprehensible, and not only reprehensible in a moral and legal sense, but detrimental in the highest degree to the reputation of the profession as a whole.

To the honor of the craft it may be said that this portion of the drug business is not what it once was, though it is still far too common. Not only should we discourage such practices as far as our own stores are concerned, but join in every reasonable effort to deter others from the same, since it is generally found that those who flourish by such means not only bring discredit upon an honorable and dignified profession, but are a detriment in other ways. Having no respect for themselves nor for their calling, they are usually cutters and demoralizers of trade generally, and are as much of an injury to the

business interests of pharmacy as they are a blot upon its good name.

The conclusion of the whole matter, then, is that it is greatly to our interests, not only as honest citizens but as thrifty business men as well, that we join in securing the best possible form of pharmacy laws, and when these are obtained that we conscientiously observe their provisions.

Can the Formulas for the Preparations of Senna of the United States Pharmacopœia Be Improved Upon?

BY G. H. CHAS. KLINE, M.D., PH.G.,

St. Louis, Mo.

It is not difficult to answer this question. I have long held to the opinion that the formulas for the preparations of senna could and should be improved, and I have always wondered why this was not done. It would seem that the medical members of the Committee on Revision of the United States Pharmacopœia prefer to hold tenaciously to the old nauseous, griping preparations of this drug, instead of adopting preparations of senna free from these undesirable characteristics.

Subjoined are a few quotations from authorities upon the therapeutical action of senna:

Hager: "In many persons senna causes griping and pain in the bowels; nausea, also colic may result. The constituent which causes griping is said to be of a resinous nature, and can be extracted by alcohol; furthermore, when extracted with cold water, the resinous principle will not pass into solution."

Bartholow's "Materia Medica and Therapeutics," treating of senna and its official preparations, does not say a word about the griping principle of senna.

The U. S. Dispensatory says: "Concentrated alcohol does not dissolve the active principle (of senna), which is soluble in cold water. The leaves exhausted by alcohol have all their purgative effect, but lose the power of affecting the urine so that an alkaline solution shall color it red." In referring to its medicinal properties the Dispensatory adds: "A disadvantage is that it is apt to produce severe griping. This may be obviated by combining with aromatics and alkaline salts. Senna exhausted by alcohol is a reliable and pleasant purgative, but somewhat weaker in its action than the unexhausted leaves."

The Companion to the U. S. Pharmacopœia comments on senna as follows: "The tendency of this remedy to produce griping may be obviated by combining with carminatives or aromatics." Of Sennæ Folia Spiritu Extracta it says: "The object of this process is to remove from the drug those substances which impart to it its characteristic nauseous odor and taste." Under Aqueous Extract of Senna, which is made by macerating cut senna in water, it says: "This undoubtedly furnishes a strong infusion of senna, possessing the medicinal properties of the drug without the griping and nauseating effects."

The Companion gives a formula for Senna Extractum Fluidum Depuratum. This is made from alcohol-washed senna, by repercolation to avoid the use of heat, otherwise it is the same as the official fluid extract.

The American Dispensatory says of senna: "Very few persons can use it alone, without experiencing more or less griping pains. The solution by maceration alone purges without griping."

Mohr's Commentary says: "The resinous constituents of senna are believed to produce griping." Further on it gives a process to wash the senna with alcohol, saying, "The resulting dry leaves will not exhibit griping qualities."

PREPARATIONS OF SENNA.

German Pharmacopœia: Electuarium e Senna; Infusum Sennæ Compositum; Species Laxantes; Sirupus Sennæ.

French Codex: Electuaire de Séné Composé; Extrait liquide de Séné; Poudre de Pectorale; Species Laxantes; Teinture de Séné.

British Pharmacopœia: Confectio Sennæ; Mistura Sennæ Composita; Liquor Sennæ Concentratus; Pulvis

Glycyrrhyzæ Compositus; Syrupus Sennæ; Tinctura Sennæ Composita.

United States Pharmacopœia: Extractum Sennæ Fluidum; Confectio Sennæ; Infusum Sennæ Compositum; Pulvis Glycyrrhyzæ Compositum; Syrupus Sennæ.

National Formulary: Extractum Sennæ Fluidum Deodoratum; Syrupus Sennæ Aromaticus; Syrupus Sennæ Compositus.

The formula for the Deodorized Fluid Extract of Senna of the National Formulary is the one I would recommend to replace the formula for Extractum Sennæ Fluidum of the Pharmacopœia. It is somewhat odd that the National Formulary should make such a good beginning in the matter of preparations of senna and then stop; for in the formula for Syrupus Sennæ Aromaticus, instead of using this admirable fluid extract, it directs raw senna. Likewise in the formula for Syrupus Sennæ Compositus, instead of directing the above fluid extract it prescribes Fluid Extract of Senna U. S. P., which is made from raw senna. The two syrups should be directed to be made either with deodorized fluid extract, or with prepared deresinated or deodorized senna, whichever name is preferred.

As to the griping and nauseous qualities of senna my own experience but corroborates the foregoing. In spite of the addition of all aromatics and salines griping occurs with many persons. Indeed there are quite a number of patients who judge the preparation by its griping qualities. "The more the griping the better the quality," and the more they seem pleased.

There are a number of senna preparations on the market bearing fanciful names. I take it they are all made from raw senna, very likely with employment of heat, for they all gripe. I have even seen them cause alarming symptoms both in infants and adults.

That the pharmacopœial preparations of senna (excepting the infusion) cause griping and nausea is well known.

I would, therefore, recommend to discard the use of raw senna in Pharmacopœial and National Formulary preparations altogether, except possibly in the case of Infusum Sennæ Compositum. In this preparation raw senna would be least objectionable. Still, even in this the prepared senna would be preferable. Instead of raw senna a prepared deresinated or deodorized senna should be employed.

Either of the following names might be used to designate the preparation: Senna Præparata, Senna Deresinata, or Senna Deodorata.

In Infusum Sennæ Compositum, the Pharmacopœia directs "Senna." For Extractum Sennæ Fluidum, "Senna in No. 30 powder." For Confectio Sennæ, "Senna in No. 60 powder;" to improve Confectio Sennæ in another direction No. 80 powder should be substituted for No. 60 powder. The papillæ of the tongue are less irritated by No. 80 powder than by No. 60 powder. For Pulvis Glycyrrhyzæ Compositus, Senna in No. 80 powder.

A SUGGESTED PROCESS FOR SENNA PRÆPARATA.

Take of whole senna or senna cut small, or powdered senna No. 30, or powdered senna No. 60, or powdered senna No. 80, 1,000 Gms.

Moisten the senna with 400 Cc. of alcohol, and pack it in a convenient percolator. In packing whole senna should receive the greatest amount of pressure. The cut senna about the same amount. No. 30 powder almost the same; while for No. 60 powder the pressure should be appreciably reduced, and the same for No. 80 powder. In moistening the powders lumps should be avoided so that a homogeneous marc may form in the percolator,

which will then be penetrated by the menstruum in a horizontal line.

After packing, add the alcohol to saturate the senna and leave a stratum above it. As soon as the percolate appears at the lower orifice, close it, and having covered the percolator air tight, if possible, macerate for forty-eight hours. Then percolate until 4,000 Cc. are obtained, or rather percolate until 3,500 Cc. are obtained, and express the senna, which may yield from 350 to 500 Cc., or more. Mix the two liquids and place aside for distillation. The senna is then removed from the percolator and allowed to dry, preferably in a drying chamber. It should be kept with ordinary care.

There is no difficulty in regaining the alcohol by distillation, although there is a certain loss of alcohol; approximately from 250 to 400 Cc. are lost for each 1,000 Gm. of senna. The senna also loses in weight, 1,000 Gm. losing between 70 to 80 Gm.

Senna prepared in this way is pretty thoroughly de-resinated, and has been deprived as well of most of the nauseous odor peculiar to raw senna.

The Senna Præparata should be substituted for the raw senna wherever the latter is ordered in the Pharmacopœia, except, of course, under the heading of Senna, where the botanical names of the species used are given, and the macroscopical characteristics of the drug are described. And this Senna Præparata should be directed in all formulas of the National Formulary in which senna is an ingredient.

In conclusion, I would say, looking at the whole subject from a pharmaceutical standpoint, the desirability or necessity of the improvement suggested above may not be apparent, but looking at it from a medical point of view the change is both desirable and necessary.

DRESSING PRESCRIPTIONS—STYLE IN EXTERNAIS.¹

BY W. A. DAWSON,
Hempstead, N. Y.

IN his "Art of Dispensing," Peter MacEwan, the editor of the *London Chemist and Druggist*, says: "The dispenser who economizes on his drugs is a rogue, but the dispenser who economizes on his packages is a fool."

It is an indisputable fact that the external attributes of a prescription, the manner in which it is packed or dressed, speak volumes to both patient and physician of the character of the pharmacy at which it was dispensed. Carelessness in dressing is liable to lead to prejudice and to the inference that the medicine itself was carelessly prepared.

Where one aims at building up a high class prescription trade it is important that careful attention be paid to the appearance of the finished prescription as well as to its compounding. Bottles, boxes or other containers, as well as labels, corks, caps and other accessories, should be carefully considered and good taste displayed in their selection.

Prescription clerks must be impressed with the fact that sending out a carelessly dressed prescription is as reprehensible as any other error in dispensing, for error it certainly is to send out a prescription with the earmarks of carelessness upon it.

THE LABEL PRINTER'S ANTIQUATED IDEAS OF TYPOGRAPHY.

An unsuitable container, a chipped lip bottle, a label pasted awry or badly written, give the lie direct to claims

for careful dispensing and high class pharmaceutical service. As well might a hotel boast of the excellence of its cuisine and serve its food carelessly on unsuitable or cracked china. While the claim for fine cooking might be really true, few people would believe it after seeing the way it was served.

Labels more often offend good taste than any other detail of the dress of a prescription. A glance through a few label specimen books will show that the average label printer is not to be depended on for artistic labels, at least not in his ordinary commercial styles; the label printers seem to have fallen into a rut and most of them grind out the same old designs, most of them bad, year after year. They do not seem to have kept pace with modern American typography, which is the finest of any age, but continue to turn out labels of the vintage of 1860 or thereabouts. The chief faults of the average label are too much ornament and too many flourishes, too many colors in some cases and very bad art in drawing and composition. The beautiful typography of the modern art printer owes its beauty and dignity entirely to a refinement of its type forms and the studied simplicity of its composition. Meaningless ornament, rules and borders are little used. Ornament and colors are out of place on a prescription label any way. Prescriptions are serious matters to the patient, physician and pharmacist, and the label should reflect grave and dignified simplicity.

Good paper, as well as good printing, is essential to a good label; the paper must be made from good rag stock and not from wood pulp, which turns dark with age. It must be thin, and at the same time opaque, taking the ink of both press and pen well, and pasting down readily without curling at the edges or blistering.

THE SELECTION OF TYPE FACES.

The most refined effects are obtained by the use of type faces that are richly plain, like the style of letter used in steel and copper plate work. "Engravers' Roman" is a face like that used for the name on visiting cards, while a light faced Gothic letter is generally used for the address. There are many fine new faces in the general style of these types—Roman and Gothic. Any printer can show specimens of them.

The cheaper grades of printing ink have a brownish tinge and a coarse texture that kill the artistic effect of the finest paper and the best of type. The best grades of ink are of a very intense blue black and extremely fine texture, that gives a rich and clear cut imprint of the types, but such ink costs from one to two dollars a pound, where the cheap ink costs from forty cents down to six cents a pound.

So you may readily see that if one wishes extra fine labels or other printed matter he must expect to pay a great deal more for it than for the regular commercial styles illustrated in the specimen books of the label printer. It pays to have good printing, the best printing, whether it be label, billhead or letterhead; poor printing is about the worst advertisement that a business can have.

FOR A GENERAL PRESCRIPTION LABEL

a label about square in shape, perhaps with the corners slightly rounded off, the name at the top, the word PHARMACIST beneath it, and the address at the bottom, makes a label of neat and dignified appearance, if printed with a refined Roman letter in blue black or dark blue ink. For an external use label the same design may be printed in red, with "For External Use Only" printed across the upper part of the label just under the word pharmacist.

It is a good idea to have a number of different style

¹ Read by title at the annual meeting of the New York State Pharmaceutical Association and contributed by the author for publication in the *AMERICAN DRUGGIST*.

and worded labels for different classes of prescriptions. In addition to the regular label for mixtures and an external use label, one for veterinary prescriptions, with the wording, "This medicine is for veterinary use only," another with "Shake the bottle before using," another with "Poison," and so on. This does away with the use of strip labels to a great extent, with the result of a better dressed package. Where only one style of label is kept for prescriptions it is often necessary to attach two or more strip labels, as where the medicine requires a "Poison," a "Shake" and an "External Use" label, with the consequence that the bottle is pretty well plastered up with labels.

The labels for the pill and powder boxes, like the labels for mixtures, should be free from ornament, border, ruling, Dr., No., Date, etc. Nearly every pharmacy that does much of a prescription business uses a numbering and dating machine, or ready printed numbers, perforated like postage stamps, for numbering prescriptions nowadays, so that the old No., Dr., and Date is superfluous, and even where automatic numbering is not done it is better not to have these abbreviations on the label, for it is often possible to write a better balanced label without them.

Label writing is an art in itself, in which a sense of proportion, spacing or composition counts for more than fine penmanship. It is not so much the way the label is written as it is the way the words are placed on the paper that makes a well balanced label.

THE SELECTION OF BOTTLES.

In bottles there is little to complain of. Bottle manufacturers have vied with each other of late years to see which could devise the handsomest style of prescription bottle, and there are few pharmacies but what have adopted one of these improved shapes. Most of these shapes are modifications of the old Blake shape, and they are all better looking styles than the old round or French square.

The average pharmacy does not, however, carry bottles enough—that is, enough different shapes and kinds to properly dress all sorts of compounds. In the pharmacy with which I am connected we use a green glass Baltimore oval for general store use. For prescriptions for internal use, or other harmless mixtures, a flint glass Manhattan Blake, this bottle never being used for anything else but prescriptions. Then there are amber French squares for prescriptions for external use, and round blue poison bottles for virulent poisons, so that it is easy to differentiate the nature of the prescriptions by the style of the bottle as well as by the label—a matter of importance in cases where the physician orders an internal mixture, a lotion, and a strong solution of bichloride for disinfecting, at the same time, and, as sometimes happens, the same sized bottle of each.

COLOR SCHEME FOR PAPER CONTAINERS.

In pill and powder boxes, bottle caps, and also in wrapping paper for prescriptions, it is a good idea to have all of one color, and have that color distinctive of the store, instead of assorted colors, as is generally the case. I have found that gold-edged boxes are not so lastingly good as those having the edges covered with light-colored paper, as the gold tarnishes before the boxes are used. In bottle caps, after using for some time those of assorted colors, I had the last lot made of a heavy cream white linen paper, with the name and address embossed on the top in blue ink of the same color as the ink with which our prescription labels are printed, and they are a great improvement on the colored caps. I have found nothing so good as the pleated paper cap for fin-

ishing off the top of a prescription bottle, and I believe that the patients like it better than anything else, as the medicine reaches them sealed up. For tying them on I use a very fine linen twine, not much larger than coarse linen thread, but of much greater strength. The use of rubber bands for this purpose does not give so workmanlike a finish as is obtained with the use of twine.

THE VARIETIES OF CONTAINERS.

A large number of containers, aside from bottles, are needed in a large prescription business, if things are to be sent out in good shape and appropriately dressed. For ointments, in addition to the regular ointment pots of opal glass with aluminum screw top, there are needed for very soft ointments, plasters and jellies collapsible metal tubes and wide-mouthed bottles.

For powders in bulk, granulated salts, etc., round paper boxes, both flat and tall shape, and screw cap glass jars; for effervescent salts, wide-mouthed bottles with well fitting and paraffined corks, as screw cap jars cannot be sealed tight enough to keep these preparations in a damp atmosphere.

If much veterinary prescription work is done extra large containers will be required, tin cans up to two pounds in size, boxes for powders that will hold one and two dozen one, two or three ounce powders, etc.; these extra sized paper boxes may be obtained in small quantities, covered with plain white glazed paper, from manufacturing stationers. There is big money in veterinary prescriptions and it is a good business to cater to; the quantities ordered being necessarily large, the profit is proportionate. The average man will give up one or two dollars for a prescription for his horse without a murmur, where if it were for himself he would kick most strenuously at the price. Veterinary business cannot be successfully worked up if the prescriptions are put out in any old box or can that comes handy any more than can regular prescription business. Neatness and style in putting up counts here as well.

THE ADVANTAGES OF RUBBER STOPPERS.

We use rubber stoppers freely, both in dispensing and in the laboratory. When a bottle of fluid extract is opened the cork is replaced with a rubber stopper, preventing loss by evaporation and consequent precipitation, as well as the annoyance of the cork breaking off when the bottle is reopened. Rubber stoppers are used in dispensing for all preparations that are liable to cement the cork fast in the bottle, provided, of course, that the nature of the medicine does not prohibit the use of a rubber stopper.

Fluid extract of cascara sagrada should always be dispensed with a rubber stopper, as it cements a cork so fast that it is impossible to remove it by ordinary means, and consequently the patient will break the cork short off the first attempt to open the bottle. Those rubber stoppers used in the laboratory may be scrubbed off and used over and over again, as they are practically indestructible.

For wrapping prescriptions the very thin imported parchment paper makes a distinctive package. It comes in a variety of colors and is so transparent that the label may be read through it. A dab of paste on the ends of the package readily seals it and the use of string is obviated.

For pill and powder boxes, however, envelopes are preferable to wrapping paper, as it is difficult to make a nice looking package of so small an object as a pill box. These envelopes should open at the end and have the advertisement of the store printed at the bottom of them,

with a blank space above for the patient's name and other particulars.

Some Rules for the Prescription Department.

Some of the rules followed in the prescription department of the pharmacy with which I am connected are as follows:

RECEIVING PRESCRIPTIONS.

When a prescription is received give the patient a prescription check and attach the remaining two duplicate numbers to the prescription. If the party's name is known fill it in in the space on the check attached to the prescription, with the price, if given; whether it is to be called for or sent, and when, and also whether paid, charged or to be collected on delivery.

Prescriptions to be sent are to be placed on the "send" box at the end of the prescription case as soon as finished, and if immediate the messenger's attention called to it. Those to be called for are to be placed on the "call" shelf in the store. Where a prescription is to be charged, the charge slip is made out before the prescription is checked off and placed in the checking tray along with the prescription.

CONTAINERS.

New prescriptions, liquid, are to be dispensed in our own special prescription bottles—flint Blakes for internal medicines, amber squares for external and round blues for poisons. If the patient brings a container it is to be discarded.

Repeats, liquid, are to have a new cork, label and cap. Pill and powder boxes to be replaced if at all soiled.

WRAPPING.

Prescriptions are to be wrapped and marked before leaving the prescription department. The special wrapping paper and envelopes, as well as the special containers, are to be used only for prescriptions. All other preparations to be put up in the regular store containers and wrappers.

POWDERS.

In preparing powders see that the powder papers are the right size for the box used. Corresponding numbers will be found on the edge of each powder paper and box compartment. Animal products, deliquescent and efflorescent substances are to be dispensed in waxed papers. If in doubt, use waxed paper.

CHECKING.

Dispensers will place the containers of the articles used and the weights and measures in a checking tray. When the prescription is complete he will call "check," and the prescription will be checked off by some other dispenser. Until a prescription is O. K.'d by the checker it is not to be removed from the tray for any purpose. Where a weight, measure or ingredient is required from a tray containing an unfinished or unchecked prescription the dispenser who takes it must leave a written memorandum of the article in the tray from which he takes it.

OINTMENTS.

Checkers will carefully note the smoothness of all ointments, and require them to be reworked if they are lacking in smoothness. Soft ointments are to be dispensed in collapsible tubes.

DISPENSING MEMORANDA.

In addition to these and other rules, the prescription department of this store keeps a memoranda, to be re-

ferred to by the dispensers, regarding the qualities or makes of pharmaceuticals preferred by the different physicians who patronize it, as "Dr. A. prefers Squibb's Ergot," "Dr. B. prefers P. D.'s Ergot," "Dispense round pills on Dr. C.'s prescriptions," "Dispense Fairchild's Essence of Pepsin on Dr. D.'s prescriptions, whether he specifies or not," "Wyeth's Elixirs on Dr. E.'s prescriptions," "Gardner's Hypophosphite preparations and Syr. Hydriodic Acid on Dr. F.'s prescriptions," and so on, it having been made a special point to discover the preference of each physician, and stock and dispense the preparation he prefers.

THE ABOLITION OF HIGH PRESCRIPTION CASE.

I believe that it would be a great step in advance for pharmacy if pharmacists generally discarded the old fashioned and archaic prescription case and fitted up their department in the style of a chemical laboratory. The abolishment of the high case would make for better equipment, better working methods and a greater degree of confidence on the part of the public.

With the great advance of pharmaceutical education and working methods of late years has come a greater dexterity and ability to the operator, and the preparation of a prescription or a galenic by a good operator is an interesting performance. The old timer, who would slop up the whole prescription counter, has disappeared; had to mend his ways or go into some other line.

It has been my own experience that the prescriptionist who does his work under constant observation soon attains a dexterity that amounts to virtuosity, so deft and quick are his manipulations.

The argument that the high case prevents the public from distracting the attention of the operator is not sound. The same result could be attained in other ways, by railing off the rear of the store so that customers could not get near enough to the operator to converse with him or to read the labels on the containers he is using from, or by other means.

In these days of scientific pharmacy it seems really silly to dodge behind a screen when filling a prescription. This air of mock secrecy seems more suited to the middle ages, whence the prescription screen came, than to the twentieth century.

A finely appointed laboratory, open to the inspection of the public as well as the physician, everything frank, open and above board, seems nearer ideal pharmacy, and I know that a store so fitted will catch the prescription business in its locality.

Disinfectant Compounds.

Patents have been issued by the British Patent Office on two new disinfectant compounds, which are described in the specifications as follows:

No. 1 consists of the following ingredients, worked into a paste, which sets hard, forming a cake: Calcium sulphate, 2 ounces; camphor carbolate, 1 drachm; ammonium carbonate, 2 drachms; carmine, 1 grain; strong solution of ammonia, 2 fluid drachms; water, 1 fluid ounce. The camphor carbolate may be prepared by intimately mixing in a mortar equal parts by weight of camphor and crystallized carbolic acid. The product is intended as a cheaper substitute for camphor.

No. 2 consists of: Hydrated calcium sulphate, 425 parts; charcoal, 50 parts; dried peat, 25 parts; sublimed sulphur, 7.5 parts; ferric oxide, 2.5 parts, and crude phenic acid, 1 part. The product, in powder form, is adapted to absorb and neutralize gases, especially ammonia, set free by process of decay in organic matter.

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

Twenty-first Paper.

ADVANTAGES OF THE DIOPTRIC SYSTEM.

ONE of the advantages of the dioptric system of numbering lenses which was not mentioned in the last paper is that the public has not as yet become familiar with it, and hence the patient is kept in ignorance of the strength of the glass he is or should be wearing.

There is a class of persons (but fortunately their number is few) who go "shopping" for glasses. They will call on an optician who has a reputation for skill and experience, and request a careful examination made of their eyes. They ask numerous questions, and, having ascertained all they desire to know, they leave with some trivial excuse, or with the promise to call again. Then they go around the corner to some street stand merchant, or to a store where glasses are sold as merchandise, and ask for glasses of the number which the optician found suitable to their eyes. If the optician used the inch number, the customer will have no difficulty in procuring the No. 12, or 16, or 20, which he named. But if the optician is an educated one and employs the dioptric system of numbering, as he should, the storekeeper or peddler would be unable to give the 2.D, 2.50D or 3.D named by the optician, because of his unfamiliarity with this method of numbering.

The better plan in the majority of cases, if it can be done, without giving offense, is to keep the patient in ignorance of the glass that is suitable for him or that is given to him. If he learns this he is to a great extent independent, and in case he breaks or loses his glasses, he can go to a street stand dealer or to a store, if he is parsimoniously inclined, and obtain the desired number of glasses. Otherwise he must return to the optician who has furnished his glasses when he needs a new pair, and thus he can be kept somewhat dependent upon the optician, with a bond more or less firm, as the capability of the optician and the confidence of the patient will warrant.

If a request is made to be furnished with the number of the lenses, the optician can truthfully reply that his lenses are not ground according to the old and out of date inch system, but according to the newer and better metrical system, without of course any mention being made to the customer that even though numbered by the dioptric system they might have an equivalent in the more common inch system. This frequently satisfies the customer and no more questions are asked. If, however, the patient is not satisfied with any evasive reply, and the optician feels that he cannot refuse to give him the number, it is stated in dioptrics according to the metrical system; it may be 1.D, 2.D, or 3.D, as the case is, and he is simply told 1, 2 or 3. If he goes off with this information and with the intention of purchasing such a glass elsewhere, and asks for it at a general store or even from an optician who is not thoroughly posted, it would be next to impossible to obtain the desired glasses, and the patient would arrive at the opinion that the first optician understood best how to fit his eyes after all.

METRIC AND INCH SYSTEM COMPARED.

The following table explains itself, and should not only be carefully studied, but should be kept convenient for ready reference:

Dioptric system.	English inch. 1 metre = about 40 inches.	French inch. 1 metre = about 36 inches.
0.12	320	288
0.25	160	144
0.37	108	96
0.50	80	72
0.62	64	58
0.75	53	48
0.87	46	41
1.	40	36
1.25	32	29
1.50	26	24
1.75	22	20
2.	20	18
2.25	18	16
2.50	16	14
2.75	14	13
3.	13	12
3.25	12	11
3.50	11	10
3.75	10 ¹ / ₂	9 ¹ / ₂
4.	10	9
4.50	9	8
5.	8	7
5.50	7	6 ¹ / ₂
6.	6 ¹ / ₂	6
6.50	6	5 ¹ / ₂
7.	5 ¹ / ₂	5
7.50	5 ¹ / ₂	4 ¹ / ₂
8.	5	4 ¹ / ₂
8.50	4 ¹ / ₂	4 ¹ / ₂
9.	4 ¹ / ₂	4
9.50	4 ¹ / ₂	3 ¹ / ₂
10.	4	3 ¹ / ₂
11.	3 ¹ / ₂	3 ¹ / ₂
12.	3 ¹ / ₂	3
13.	3	2 ¹⁰ / ₃₂
14.	2 ³ / ₄	2 ⁴ / ₅
15.	2 ³ / ₄	2 ³ / ₅
16.	2 ³ / ₄	2 ¹ / ₂
17.	2 ¹ / ₂	2 ¹ / ₂
18.	2 ¹ / ₂	2
19.	2 ¹ / ₂	1 ¹⁷ / ₃₂
20.	2	1 ¹ / ₂

The first column gives the number of the lens ground according to the new dioptric or metric system, and the second and third columns its equivalent in English and French inches respectively. The table shows the focal distance of the lenses in general use, and affords an understanding of the relative value of the old and the new systems. The meter is taken as the standard, and is considered equal to forty English inches or thirty-six French inches; these are not the exact figures, the equivalent in English inches being a fraction over thirty-nine inches, and in French inches a fraction over thirty-six inches, but the whole numbers of forty and thirty-six are sufficiently accurate for all practical purposes, and are universally used in making the comparisons between the two systems.

The test-cases used by oculists and opticians were, until recently, composed of lenses ground according to the French inch system; and it can be easily seen how an error and much inconvenience might result, with corresponding discomfort to the patient's eyes, if a prescription based upon the French inch test-cases was filled by an optician whose lenses were ground according to the English inch system,* and who, therefore, failed to furnish the glasses intended by the prescriber; and the difference would be all the more marked if the lenses prescribed were among the stronger numbers.

The French inch may be left out of the question, as the English inch is the one we use, and hence all the calculations are made on the basis of a meter equaling forty inches.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE ARRANGEMENT, STORAGE, AND DISPLAY OF THE STOCK.

(Continued.)

ENGLISH chemists' shops are as a rule much smaller than our American pharmacies, and the necessity of economizing room has resulted in many ingenious contrivances for displaying stock that are not usually found in American stores. The showcase-front counters mentioned in the article on store fittings is a distinctly English store fitting, and one would scarcely find a chemist's shop in the British Isles that does not contain them. All the English shop fitters keep them in stock in various sizes and styles ready for delivery and with prescription screens to go with them built in the same style.

UTILIZING COUNTER SPACE.

A few years ago in making improvements in our store interior I adopted this idea and had counters built on this plan, thereby more than doubling the showcase room in the store. These counters have more than paid for themselves since they were put in, by the profit on the increased sales of the goods displayed.

The counter fronts are a series of glass-doored closets two feet wide, two and a half feet high and six inches deep, the goods displayed in these closets consisting of medicine glasses, eye baths, sick feeders, alcohol lamps and other glassware in one closet. Sponges of various kinds are shown in the front of the soda counter, these closets forming bins which tilt forward when opened. Then come chamois skins and chest protectors, trusses, air cushions and pillows, shoulder braces and elastic hosiery, electric medical batteries and sundries, atomizers and nebulizers, syringes, glass and hard rubber; syringes, bulb; syringes, fountain; this list completing one side of the store. On the other side the closets contain hair brushes, two closets; cloth brushes and brooms; stationery, four closets; stationery sundries, four closets. This leaves the showcases on top of the counters free to contain, first, the very finest and most attractive articles; and, second, all those small wares that would be liable to damage by loss or breakage if kept elsewhere.

Not being crowded for showcase room, the goods of the first class can be displayed to the best advantage without huddling them together, and in the most conspicuous part of the store. Goods of the second class may be kept in showcases that are in the least advantageous position for showing their contents to customers.

DISPLAYING PERFUMES.

Perfumes are best displayed in a case devoted solely to them, a case standing in the center of the store if possible. The display of perfumes is always interesting to ladies, and the perfumes should be so placed that they cannot fail to catch the eye of every lady who enters the store, and at the same time be so displayed that every

bottle of the stock may be closely scrutinized. A new odor or new style of package will often make a sale if the stock is so placed that the labels may be easily read.

CASES SWUNG FROM THE CEILING.

If the ceiling of the room is not too high, some lines of goods may be shown to advantage on glass shelves swung from the ceiling over the counters. These shelves may be bought of the makers of store fixtures. They consist of four nickel plated tubes with base to screw to the ceiling, sliding cross bars that are adjustable to any height, a piece of plate glass a foot wide with polished edges. I have two of these shelves in use. They are six feet long and cost \$10 each. The goods shown on these are such as are not soiled by dust: cut bottles, shaving mugs, porcelain and metal puff boxes and other china and glass ware.

THE DISPLAY OF STOCK.

Being a thorough believer in showing all the stock, our store is literally filled with goods from floor to ceiling. The wall cases are finished flat on top and on them are arranged such goods as are not affected by high temperature. These goods are absorbent cottons, bed and douche pans, crutches, toilet paper, wood toothpicks, and the duplicate stock of boxed stationery. In the center of each section, on the cornice of the wall cases, are hung the diplomas and certificates, twelve in number.

PRESCRIPTION SHELF CONTAINERS.

In the prescription department and general laboratory I am in favor of keeping the stock in the original containers so far as possible, and only using glass labeled shelf ware for such articles as are bought in bulk. Where the chemicals of one maker are specified there will be very few chemicals in the stock for which glass labeled bottles will be needed. My own prescription case equipment consists of but a hundred 4-ounce saltmouths and about two dozen tinctures of the same size, everything else being kept in original containers. This gives a more professional air to the stock, is a help in finding articles, and a safeguard against error. The closets for chemicals, extracts and essential oils will hold a great lot of stock if they are double decked, that is in addition to the shelves inside the closets they are fitted with shelves on the insides of the doors as well. It is perhaps needless to say that the closets should have wooden doors and not glass, and should be light proof. The insides of these closets should be coated to a dead black color with lampblack mixed with shellac varnish, like a photographic dark room, to prevent the action of light on the contents. The closets may also have narrow shelves built on the outside of the doors on which can be kept such things as phenacetine and other chemicals in cartons that are not affected by light.

In many pharmacies I have seen essential oils and chemicals easily affected by light kept in glass labeled shelf bottles on open shelves, a wasteful method of keeping and very bad pharmacy.

THE PILL AND TABLET CLOSETS

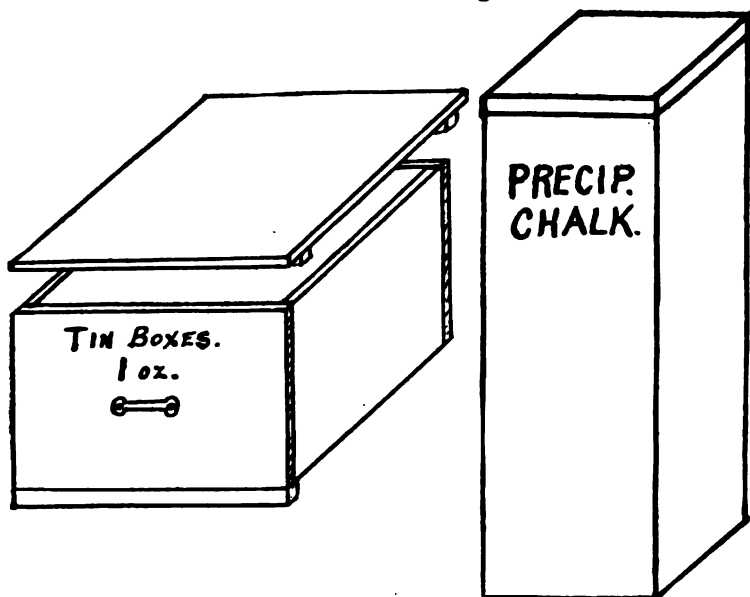
may be likewise double decked and those on the outside of the doors protected with cartons. For the commoner formulas which have a large sale I have the front of one closet filled with square lacquered tin cans of a capacity of 500 five-grain pills. The titles are lettered directly on the cans and the prices on the inside of the covers. These hold the commoner bulb pills and tablets, cathartic, Bland's, rhubarb, phenacetine, etc.

For storing the thousand and one odds and ends of stock which find their way to the "back room," and there

being out of sight of the public and often badly stored, one may make use of the many cans, bottles and boxes that are constantly coming in.

UTILIZING SPARE CONTAINERS.

The square tin cans in which American calcined magnesia is put up make excellent shelf containers for drugs. These cans should be first given two heavy coats of white paint, equal parts of lead and zinc, and labeled by lettering directly on the can with a fine brush. The Diamond Dye artists' black in tubes, thinned with Japan dryer, is excellent for such lettering.



Shelf Containers Improvised from Magnesia Cans, Etc.

The boxes in which are packed Castoria, Pinkham's comp., malted milk, vaseline, etc., can be put to good use for storing the extra stock of pill and powder boxes, ointment tins and pots, "Homo" vials, etc. Save them up until you get enough of one kind to fill a shelf or make a bank of them, plane off the front, give two coats of white paint to the front only, screw on a cheap drawer pull and letter them as directed for the cans. This makes a clean and serviceable method of storing many articles of extra stock that are bulky or otherwise store inconveniently. There are many things in a retail stock that are hard to manage, things that refuse to be classified. A shelf box will often solve the problem of storing them satisfactorily.

PHARMACEUTICAL PROGRESS, NEW REMEDIES, ETC.

Triferrin.—Klemperer (*L'Union Pharmac.*, July, 1901, page 311) gives some facts concerning this new preparation of iron. It is a combination of paranucleinic acid with iron, containing 9 per cent. of nitrogen, 2.5 per cent. of phosphorus and 22 per cent. of iron. It is said to possess the advantage of being very well borne, even by the most delicate stomachs. The average dose is 30 centigrammes three times a day.

Nioform.—This is a substitute for iodoform, which is said to be iodochloroxyquinoline. It is a non-toxic germicide, which may be injected hypodermically.—*L'Union Pharmac.*, July, 1901, page 312.

Quinotropin.—This is the urate of urotropin, and occurs as a white powder, which is very soluble in water. According to Nicolaier and Hagenberger it does not diminish the amount of uric acid in the system.—*L'Union Pharmac.*, page 313.

The Bitter Principle of Carapa Fruit.—Thorns (*Pharm. Jour.*, January, 1901) found a bitter principle Mkomavine (named after the popular synonym of the plant) in the African tree "carapa." This substance occurs as a white amorphous powder, which melts at 110 degrees C., and is soluble in chloroform.

The Glucoside of Ononis Spinosa.—Hlasiwetz (*Jour. Prakt. Chem.*, 64, 415) describes a glucoside *ononin* which he isolated from the roots of *O. spinosa*. But barium solution it splits on boiling into formic acid and onospinin. More recently Hemmelmayer found the formula of this glucoside to be $C_{26}H_{32}O_{12}$, and its fusion point 172 degrees C.—*Berichte*, 33, 3, 588.

Lactanine (bi-lactomonotannate of bismuth) is a result of an attempt to unite the action of lactic acid, tannin and bismuth. It occurs as a yellow, insoluble powder, odorless and tasteless, and has been used with good results in certain diarrhoeal diseases of infancy and childhood by a number of observers. Moncorvo contributes the results of his experience to *Nouveaux Remèdes* (July 8, 1901, page 289). He records the behavior of 22 patients under this treatment, and concludes that the remedy exhibits a noteworthy efficiency, while the children's tolerance toward the drug is always perfect. The dose ranged from 1 to 5 Gms., *pro die*.

Lotusine, a Glucoside of Lotus Arabicus was found in the leaves of the lotus plant. (*Proc. Royal Society*, 67, 224.) The leaves contain a considerable quantity of hydrocyanic acid when macerated in water during the flowering season of the plant. They contain a yellow crystalline glucoside, $C_{22}H_{19}NO_{10}$, lotusin. Under the influence of an enzyme called lotase, or of dilute acids, this glucoside splits up into hydrocyanic acid, dextrose and lotoflavin $C_{15}H_{10}O_5$, a new coloring matter, which seems to be an isomere dihydroxychrysin of luteolin, the yellow coloring matter of *rhus cotinus*.

Santalenic Acid.—Chapmann (*Proc. Chem. Soc.*, 16, 204) prepared a crystalline body from oil of sandalwood by oxidation with a solution of potassium permanganate. It is insoluble in water, but soluble in the other ordinary solvents. A number of salts have been prepared.

Paraform $(CH_2O)_x$, trioxymethylene.—Unna uses the following formula in various parasitic skin diseases: Paraform pulv., 2.0; spir. aeth., 2.0; collod. flexib., 16.0, for painting the skin.—*E. Merck, Report for 1900*.

Solveol is an antiseptic which is readily miscible with water, and is recommended for use in surgery, gynecology, etc. It is cheaper and less toxic than carbolic acid, and allows more accurate and neater work than the slippery cresol solutions. Solveol is neutral in reaction, does not affect the hands, and has no disagreeable odor. Moreover, solveol gives clear solution with ordinary top-water, while creolin, etc., gives opaque mixtures. It is made by rendering cresol soluble by the aid of sodium creosotinate.—*Pharm. Post*, 1901, 220.

Glyceroarsenates.—Schlagdenhauften and Pagel contributed an article on this subject to a recent issue of *Bull. des Soc. de Pharm. du Sud-Ouest et du Centre*. (*Nouveaux Remèdes*, June 24, 1901, page 271.) The glyceroarsenates correspond to the glycerophosphates of the alkaline and earthy elements. They are prepared by an analogous process by mixing certain proportions of glycerin and arsenious acid. The calcium salt is the one principally used, and hypodermic injections of a solution may be given, or the remedy administered in pill form. It promotes nutrition, and increase in weight and strength follows its use, the dose being 0.01 Gm. daily.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Bolletino Chimico-Farmaceutico, June 1.

Cinchonine: Its Therapeutic, Chemical and Economic Significance. By Giuseppe Tarozzi.—The author's attention was drawn to cinchonine by the strict laws recently passed in Italy concerning the sale of quinine, and its distribution by the Government to the poor of malarial districts. He proposes three new salts of cinchonine—namely, the sulphophenate, the sulphocresosotate, and the bichloride, all of which are efficient disinfectants as well as powerful anti-malarial remedies. The method of preparation of these salts consists in a double decomposition of a solution of cinchonine bisulphate with the corresponding solution of borium sulphophenate, sulphocresosotate or chloride, as the case may be. The sulphophenate of cinchonine does not crystallize but occurs in beautiful pale-pink transparent scales of a bitter, penetrating taste, soluble in cold water. It contains about 40 per cent. of the alkaloid, and 60 per cent. of sulphophenic acid. The sulphocresosotate of cinchonine occurs in the form of small scales of a greenish-yellow color, is non-crystallizable, and soluble in ten times its weight of cold water. It has not an acrid taste, but is bitter and slightly burning. It contains 62 parts of sulphocresosotic acid and 38 parts of cinchonine. The bichloride of cinchonine occurs in beautiful transparent prismatic needles grouped in nipple like masses, but is easier to obtain in the amorphous state. It is easily soluble in ordinary alcohol, and has a bitter saline taste. It contains 40 per cent. of hydrochloric acid and 60 per cent. of the alkaloid.

The Action of Aluminum Upon Corrosive Sublimates and Upon Saline Solutions in General. By Dr. Carlo Formenti.—Alfonso Cossa in 1869 (*Atti del R. Istituto Veneto di Scienze lettere*, 1869-1870, Ser. 3, tom. xv, p. 638-642) found that if aluminum be placed in solutions of HgCl_2 , an amalgam of aluminum is formed and the HgCl_2 is reduced to calomel. The present author in a demonstration before the Chemical Society of Milan (April, 1901) performed the following experiments: A certain quantity of HgCl_2 was fused in a large test tube, and upon the mass a proportionate quantity of metallic aluminum was thrown. A violent reaction took place, the aluminum assuming the aspect of a burning fused globule moving over the surface of the fused mass, like sodium or potassium or water. The flame with which the aluminum burns has a characteristic bluish-white color. Toward the end of the reaction, if the tube be heated on a lamp, there are formed abundant white, very irritating fumes of corrosive sublimate. The burning globule of aluminum continues to diminish in size, until it disappears entirely and a white, impalpable powder remains at the bottom of the tube. The semi-fluid contents of the tube may now be poured into a porcelain capsule, and globules of metallic mercury and of aluminum amalgam may be plainly seen. The latter, however, becomes quickly oxidized.

Pharmaceutische Centralhalle.

Purified Honey. By Georg Marpmann.—The purified honey of the Pharmacopœia should be relegated to the junk room, for it is very difficult to control and very easy to adulterate, and may be perfectly well substituted by artificial honey. The ordinary tests for distinguishing natural honey from artificial products are entirely inadequate and untrustworthy. The most reliable of these is supposed to be the test for sulphuric acid, the

presence of which indicates that H_2SO_4 has been used for the inversion of starch into glucose. Many manufacturers of artificial honey now use organic acids in the process. One factory, for instance, uses formic acid, and on examination their honey shows no traces of chlorine, while formic acid and formides occur in natural honey. Again there are starch-syrups in the market that are free from H_2SO_4 ; and makers of artificial honey do not even use starch-syrup in their business, for inversion-syrup is but slightly more expensive, and can be used for making honey with a large margin for profit. Not only does the artificial honey of commerce correspond to all requirements, but it even excels natural honey in several respects. It is never contaminated by vegetable poisons, while natural honey has caused cases of poisoning in a number of instances. In order to obtain the aroma of natural honey, the manufacturers formerly added a small quantity of the strongly smelling natural product, and mixtures of Aqua Tiliæ, Aqua Sambuci, Aqua Rosarum, etc., or alcoholic distillates of various plants with pleasant odors. The addition of natural honey is no longer in vogue, for one can buy a strong honey-essence that not only has the pronounced odor of flowers, but a marked odor of wax. A pollen-flour is also on the market, so that the manufacture of honey is now entirely independent of bees, and the artificial product in nowise differs from the natural. As artificial honey is often sold as natural, and at correspondingly high prices, the author recommends the manufacture of honey from glucose in the laboratory, and advocates an amendment of the pharmacopœal requirements, so as to accept artificial honey on a par with the natural. There are, however, a series of substances which are present in natural honey and absent in artificial. These are certain enzymes, but as yet we cannot distinguish natural from artificial honey by any means known to chemistry. It is unfair to ask the druggist to buy his honey from the wholesale house at exorbitant prices. The wholesaler can give him artificial honey, and no one will ever be the wiser. Therefore let the druggist make his own honey. (June 13.)

Pharmaceutische Zeitung, June.

Indicators in Saturation-Analysis. By Otto Schmatolla.—Even the latest text-books speak of the influence of carbonic acid on indicators, even in cases where there is not the slightest evidence of such influence. The temperature of the indicator is also very often left out of consideration, so that some authors declare phenolphthalein, the best of indicators, totally inadequate for some analyses. The author gives an account of some experiments which show the extraordinary sensitiveness of phenolphthalein as an indicator, and demonstrate the fact that it is more delicate than methylorange or rosolic acid. —(June 1.)

Formalin-Sulphuric Acid as a Reagent for Alkaloids. By Curt Elias.—The author found that the following reactions could be obtained with formalin-sulphuric acid: Narcotine gives a distinct olive-green color, which passes into yellow. The author could not obtain pure papaverine, and with H_2SO_4 got only a weak violet color which faded out in $1\frac{1}{2}$ hours, while formalin-sulphuric acid evoked a wine-red color. The edges became yellow and the whole turned a dirty brownish-red and then a deep orange. Thebaine, naceine, quinine, cinchonine, quinidine, cinchonidine, arecolin, physostigmine, pilocarpine, caffeine, cocaine, brucine, strychnine, hyoscyne and atro-

pine only gave the ordinary reactions with formalin-sulphuric acid.—(June 1.)

The Determination of Sulphuric Acid in Drinking Water. By C. Hartleb.—The author found the following method of titration more convenient than the ordinary volumetric method, and at the same time reliable. After having determined by a qualitative test whether the water to be tested contains little or much sulphates, 100 Cc. of the water are placed in a 300 Cc. flask, and 10, 15 or 20 Cc. of 1-10 Barium chloride solution are added. Now the fluid is heated and boiled for from 4 to 5 minutes. A few cubic centimeters of the contents of the flask are now filtered off and tested with about 0.5 Cc. of the decinormal barium chloride from a burette. If the filtrate contains any H_2SO_4 , too little barium chloride solution had been added at the beginning to the 100 Cc. of water. Hence a few cubic centimeters of the barium solution are added again to the flask, the contents are boiled once more, and a part filtered and again tested as above stated, until no H_2SO_4 reaction is obtained. All the filtrates are returned to the original flask, and the test tubes used for tentative additions of barium chloride are carefully rinsed with distilled water. The amount of barium sulphate is now titrated with the aid of empiric potassium chromate solution, and with a decinormal $AgNO_3$ solution as indicator. The amount of empiric potassium bichromate solution used is now reduced to decinormal standard, and subtracted from the total decinormal barium chloride used up in titration, the difference being that amount of barium chloride which was necessary to precipitate the H_2SO_4 contained in the 100 Cc. of water tested. Multiplied by 0.004, the latter figure gives the corresponding amount of H_2SO_4 as SO_3 .—(June 22.)

Pharmaceutische Post, June.

The Amount of Hydrastin in the Root of Hydrastis. By O. Schreiber.—The older and newer statements on the amount of hydrastin in the root of golden seal vary considerably, and in order to determine the true state of this question the author examined a large number of specimens. The latest edition of the German Pharmacopœia requires at least 2 per cent. of hydrastin in the fluid extract. This minimal amount has been termed excessively high in Merck's Annual Report (1900, 16). An examination of ten samples of hydrastis from as many different cities convinced the author that the above mentioned requirements were by no means too high, and hydrastes root of such quality as corresponds to the official German standard can be bought in the European markets. By the displacement process nearly all the hydrastine is extracted from the root into the fluid extract. The author further suggests the establishment of a maximum limit of alkaloid for the fluid extract, as it cannot be a matter of indifference to the patient whether the fluid extract contains 2 or 3 per cent. of hydrastine. The author found that many varieties of golden seal root contain 3 and even 4 per cent. of alkaloid. On the other hand, the drug is often adulterated, so that there have been discovered samples containing 50 per cent. of foreign matter. The eighth (new) edition of the Austrian Pharmacopœia will probably require 2 per cent. of hydrastine in the official fluid extract of golden seal.—(June 16.)

The Pharmaceutical School in Paris.—The *Post* publishes a photograph of the front of the buildings of the Ecole Supérieure de Pharmacie, of Paris. Graduation from an academic college is required for entrance to the pharmaceutical schools in France. The course of study lasts three years, but the graduate can open a store in any part of France or the colonies, and does not need, as in Germany, a "concession" from the Government. Many

pharmacists, however, prefer to spend a time in a hospital as apothecaries, and to buy a pharmacy that already possesses a definite patronage. In addition to chemical laboratories and corresponding chairs, the Paris school possesses also chairs for galenical chemistry, with laboratories specially devoted to galenicals. During the year 1899-1900 there were in the Paris school 1,784 students, of whom there were 22 foreigners and 32 women. Twenty-two candidates received during the year the degree of Doctor of Pharmacy. A recently published statistical table credits the University of Paris with 12,289 students. All the universities of France combined have 29,901 students, of whom 2,868 are students of pharmacy. There are about 10,000 drug stores in France. In Austria there are only 1,500 drug stores and 200 students of pharmacy.—(June 16.)

Pharmaceutical Journal, August.

On the Determination of Cocaine. Part I. By W. Garsed and J. Norman Collie, F.R.S.—The authors study the various reactions of pure cocaine and compare its behavior toward various reagents, solvents, etc., with the behavior of the other coca bases toward these reagents. Three series of qualitative experiments were made, showing the behavior of solutions of cocaine hydrochloride in different degrees of concentration, as 1 Gm. in 100 Cc., 1 Gm. in 500 Cc., and 1 Gm. in 1,000 Cc. The only reagents sensitive in a dilution of 1 in 1,000 were the three general alkaloidal reagents—phosphomolybdic acid, iodopotassic iodide and Mayer's reagent. A series of quantitative experiments were carried out to determine whether the reaction with solution of iodine was capable of quantitative application. The authors appear to have determined to their satisfaction that definite iodine compounds are formed, and the limits of variation of the amount of iodine taken up by the alkaloid are described in experiments. The behavior of ecgonine and benzoyl ecgonine are also studied, and the authors give the results of experiments looking to the determination of cocaine in presence of ecgonine and in presence of mixtures of benzoyl ecgonine and ecgonine.—(Aug. 10.) Continued.

Artificial Silk. By Arnold R. Tankard, F.C.S. Part 2.—In the previous installment (*AMERICAN DRUGGIST*, August 12, p. 83) the authors describe the artificial silk products produced from nitrated cellulose. In the present installment the silks considered are those obtained from non-nitrated cellulose. Silk substitutes of animal origin are also studied, and the author concludes with a description of the physical and chemical properties of artificial silks and touching briefly upon dyeing processes and the application of the fabrics.—(Aug. 10.)

Two Years' Analytical Experience of the Poor Law Drug Supply (Ireland). By Chas. R. Tichburne, F.I.C., D.I.P.P.H., R.C.S.I.—A paper read before the British Pharmaceutical Conference, Dublin, July, 1901.—(Aug. 10.)

The Hamamelins of Commerce. By Thomas S. Barrie, Ph.C., F.C.S.—The author has undertaken the examination of various samples of commercial witch hazel extracts, known in Great Britain under the name Hamamelin. These consist variously of dry extracts of the leaves and of the bark of hamamelis, respectively. The author's method of examination consisted of (1) the determination of the percentage of matter soluble and insoluble in absolute alcohol; (2) the percentage of matter extracted by pure ether; (3) the ash, and (4) the tannic acid contents. Five samples were examined, and the results show considerable variation. The sample considered most pure was stated to be a very fine leaf extract, rich in alcohol-soluble matter and tannic acid representing the

following percentages: (1) Matter soluble in alcohol, 68.0; insoluble, 31.6; ether solubility, 20.6; ash content, 3.4; tannic acid content, 10.18. The author leaves the question as to whether a leaf or a bark extract is the better therapeutically for medical men to decide. But he notes that bark normally contains more tannic acid than leaves, and on that account any given extracts should not be compared by their acid contents alone.—(Aug. 10.)

Uniformity in Dispensing. By Arthur L. Doran.—A paper read before the British Pharmaceutical Conference, Dublin, July, 1901.—(Aug. 10.)

On the Determination of Cocaine. Part 2. By W. Garsed and J. Norman Collie, F.R.S.—In this, the concluding portion of a rather lengthy article, the authors describe their experiments in the determination of cocaine in the presence of the other alkaloids found along with it and its decomposition products in coca leaves. This article should be studied in its entirety as it is not well adapted for abstracting.

Chemistry of the Bark of Robinia Pseud-Acacia. By Fred'k B. Power, Ph.D.—A paper read before the British Pharmaceutical Conference, Dublin, July, 1901, already referred to in the AMERICAN DRUGGIST for August 12, 1901, p. 91.—(Aug. 17.)

Pharmaceutical Era, August.

Smith vs. the Tomahawk; or, a Libel Suit Which Didn't Come Off. By Thersites Mendax.—A smartly written piece of fiction in which the medical editor of a country newspaper, a druggist and a doctor all figure.

A Drug Clerk's Talk With His Fellow Clerks. By J. P.—In the course of a chatty and entertaining article the author touches upon many of the little ways in which a drug clerk can advance himself in the estimation of his employer. His advice in one place is not to stand idly by and watch the shelves fill up with accumulations of ancient patents, etc. Every patent has its day, and when this class of goods begins to look soiled and veteran get rid of it as soon as possible. Don't hesitate to hand out a veteran patent when you can honestly do so, says the author. "I often have calls for a good liniment, and in such a case I open a bottle of one that perhaps still carries a Civil War revenue stamp, transfer the contents to one of our own bottles and pass the liniment out as one just compounded, always obtaining the price of the original patent for it, . . . likewise with calls for liver pills, cathartics, etc. You have pills in your pill case you can never sell otherwise." This advice savors a good deal of incitement to substitution of a particularly objectionably character, but J. P. salves his conscience with the statement that he only resorts to this method with very old timers. "If a person requests you to compound a something for a certain little imaginary ailment, look wise, ask a few questions bearing on the case, and then proceed to open a bottle of one of the old timers you believe will strike his case." This sounds like incitement to counter prescribing, and counter prescribing of a kind that will hardly reflect credit on the druggist who practices it.

Bulletin of Pharmacy, August.—Continued from page 119.

How to Make a Drug Store Pay. By A. B. Burrows.—The author recounts his personal experience when he first entered the business, and follows this with some sound advice based on his own successful methods of conducting business.

A Soda Window.—Loren D. Larkin describes a window display of various syrups and flavors which was successful in creating a demand, and the article is illus-

trated with a half-tone engraving from a photograph showing the display.

Twenty Soda Water "DONT'S." By M. K. Barber.—This is a useful and suggestive series of cautionary paragraphs of advice for druggists who conduct a soda fountain.

Prescription Refilling. By Joseph Hostelley.—The author lays stress upon the importance of having a mixture alike in every detail whenever it is renewed, and names certain precautions which should be observed in preventing dissimilarities of appearance.

American Journal of Pharmacy, August.

Rotation of the Plane of Polarization by Mixtures. By W. Porter Beck.—The author describes a series of experiments the results of which seem to prove that substances physically mixed together preserve their optical rotating properties independently of each other.

International Pharmaceutical Congresses. By Fr. Hoffmann.—The present installment deals with the St. Petersburg Congress of 1874, the London Congress of 1881 and the Brussels Congress of 1885. The article is to be continued.

The Story of the Papaw. By F. B. Kilmer.—This contribution concludes the extended but interesting article begun in a previous number of this journal. The author has never been able to obtain the glucosidal body caricin except from the seed, in which it is fairly abundant. The author describes the majority of the preparations on the market which claim to be the active constituent of the milk juice as consisting merely of the dried exudation which little or no effort has been made to purify. Even the best of the market preparations was found by the author to contain some insoluble globulins and an appreciable amount of peptone. He describes the character of the digestive action of the ferment, showing the varying conditions under which it acts and the similarity of the products resulting from digestion by means of the principle of the papaw and by means of erypsin and pepsin.

A Rapid Method for Determining the Value of Chromic Acid and the Soluble Chromates. By Lyman F. Kebler.—The method is an improvement on that of A. du Pasquier, and is carried out as follows: Dissolve about 1 Gm. (accurately weighed) in enough distilled water to make exactly 100 Cc. Of this solution transfer 20 Cc. into a porcelain evaporating dish containing 75 Cc. of water, add 2 Gms. of potassium iodide, 15 Cc. of 10 per cent. sulphuric acid and mix well. Then add, from a burette, N/10 sodium thiosulphate until a distinct blue color, without yellowish cast, results, or the end may be determined by means of a starch solution.

Western Druggist, August.

Dry Medication: Its Therapeutics and Pharmacy. By C. S. H. Hallberg.—The author reviews in didactic manner the various forms of dry medication in general use and characterizes the compressed tablet as the least desirable form of dry medication.

FOR HEARTBURN.

Professor Pel's mixture for heartburn consists of:

	Parts.
Sodium bicarbonate.....	100
Magnesia, calcined.....	75
Sodium bromide.....	100
Bismuth carbonate.....	50
Sugar of milk.....	100
Oil of fennel, q. s. to flavor, or say, 8 drops to the ounce of mixture.	

Half to a teaspoonful two hours after meals.

CARIES OF THE TEETH.

The Electrical vs. the Chemical Theory of Decay.

It is a very generally accepted view that caries of the teeth is due primarily to the solvent action of acid on the enamel, which exposes the dentine to the action of certain pathogenic bacteria. When caries makes its appearance in a cavity which has already been excavated and filled it is called secondary or recurrent caries, and some difference of opinion seems to exist among members of the dental profession as to the real causative factor in the recurrence of the disease. At a meeting of the New York Odontological Society, held at the Academy of Medicine in this city a short time ago, Dr. S. B. Palmer, of Syracuse, N. Y., presented a paper in support of a certain electrical theory of caries as referring to decay of the teeth which elicited an interesting discussion participated in among others by Prof. Virgil Coblentz, of the New York College of Pharmacy, and Thomas J. Keenan, associate editor of the *AMERICAN DRUGGIST*.

The following extracts from Dr. Palmer's paper, which bore the somewhat irrelevant title "Chemistry of Organized Life," will serve to set forth the main contentions of the paper, which, by the way, had little to do with the chemistry of decay of the teeth:

My own belief is that caries is a disease and constitutional, and therefore comes under chemistry of life as well as physics. Had not the electrical theory of caries rested upon the natural law, it could not have survived the objections that have been directed against it. The production of the pulp which directs the construction of its special tooth in the dental arch is done by energy, and that energy is what I call life energy—organized electricity. Enamel as well as dentine is under life influence. As will be generally understood when facts are known thermal changes are the cause of recurrent dental caries which is limited to teeth that are not fully calcified. The secret of the electrical theory lies in its relation to the living organs of the body. Man receives his physical and mental energy from "hitherto unknown principles" included in electrical chemistry. By the influence of this energy atoms unite to form molecules and innumerable compounds. Man is an organized living galvanic cell, and the vital energy (electric) in store is brain and muscle to be expended for mental or physical labor. The sense of taste is evidence of electric currents of low voltage generated in the mouth by contact with saliva and other substances.

Dr. Palmer summed up the effects of wearing metal plates in the mouth by stating that when gold is immersed in a liquid (the saliva, for instance) the metal is charged with electricity or becomes one pole of a battery. From the time a gold filling is inserted into the teeth of children the tissues become paralyzed and receive no more lime salts. The thermal changes effected interfere with the functions of the pulp like the action of an acid in a cavity. The current of electricity reverses Nature's current and causes absorption of lime salts.

Professor Coblentz, who was introduced and asked to participate in the discussion, said the author of the paper was evidently very much under the influence of electric theories. In the first place, the electric theory as a cause of vital energy has long been demonstrated as fanciful. Had the author consulted the later writings of Fflueger or Loew he would never have made such statements. The latter authority explains that living protoplasm is an organized proteid whose vital energy depends on its chemical characters. The dead protoplasm molecule is chemically stable while the living closely resemble chemical labile bodies. Death then

is a transformation from the labile to a stable form of the proteid molecule. Labile substances possess certain atoms in an unstable position which under the influence of heat are brought into oscillation. In consequence of this chemical reactions are hastened in protoplasm and sensitive substances are brought into a condition of greater reactive ability toward air (oxygen). The living proteids should be pictured as relatively stable skeletons or frameworks in which certain labile atoms are in a state of pendulum-like oscillation.

As to Dr. Palmer's assertion that chemical affinities and actions are due to polarity of the elements, this very old theory of Berzelius answers in the comparative descriptions of the affinities of the alkalies and halogens, but it was well known that the laws of mass action and thermo-chemistry were the only rational tenable theories. Again, the metallic taste of beer and ale when drank from pewter mugs was ascribed to electric action. Dr. Coblentz failed to see where the current came from. The taste referred to, as is well known, is due to the presence of lactic, acetic and other acids present exerting a very slight solvent action on the metal.

Referring to the statement that electric currents are generated during the process of mastication through the friction of gold fillings, Dr. Coblentz pointed out that for the production of thermo-currents we must have end contact between two different metals, and this point must be either heated or cooled. The views that organic matter was a conductor for the current and that the solid tooth substance was an electrolyte and that a gold plate alone of itself would generate galvanic currents were, in his opinion, erroneous.

Mr. Keenan, upon being asked to discuss the paper, remarked that Professor Coblentz had carried his hearers as far into the domain of speculation in the theories of the higher organic chemistry as Dr. Palmer had with his electrical theories. While admitting the fact that electricity played a considerable part in chemical action, and that our knowledge of the subject was constantly being added to, he could not subscribe to the electrical theory of dental caries. He said it was now fairly well established that caries was the result of a primary fermentative process. The mouth represented a fairly well equipped chemico-physiological laboratory, besides being an admirable breeding ground for micro-organisms. By the ptyalin of the saliva starchy food particles embedded in the cavities or interstices of the teeth are converted into sugar. A non-pathogenic micro-organism converts this sugar into lactic acid, which combines with the lime salts of the teeth (the enamel), exposing the dentine to the invasion of bacteria which destroy it by a peptonizing process, the bacteria using the soft dentine as a food material. The process was thus a parasitico-chemical one, and he was convinced that electricity had nothing whatever to do with it. The very fact that caries seldom appears under the metallic filling, but almost invariably on the margins of the teeth, was sufficient in his opinion to dispose of the electrical theory. Mr. Keenan said that, so far as he was concerned, Dr. Palmer had failed to prove his case, or the soundness of his theory, and nothing had been advanced likely to alter his (Mr. Keenan's) views regarding the real cause of decay of the teeth.

The paper was further discussed by members of the society, who were, however, unable to bring forward any fresh evidence in support of Dr. Palmer's theory.

In its present form there is no page of the *AMERICAN DRUGGIST* to which the busy dispenser can turn that will not give him some useful knowledge bearing on the progress of science, or some practical advice concerning his business relations.

JOHN A. FOOTZ.

Georgetown University, Washington, D. C.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Granular Effervescent Preparations.— W. P. T. asks us to publish a general process for the preparation of granular effervescent salts, list of apparatus that may be required and formulas.

The subject of effervescent powders is very fully treated in the revised edition of the National Formulary, directions for the trituration of the ingredients and a full line of formulas being given.

Silver Polishing Cream.— C. R. G. desires a formula for a silver polishing cream that will yield a smooth uniform mixture, permanent and satisfactory.

Preparations of this class consist essentially of mixtures of precipitated chalk, ammonia and alcohol, and the density of the cream can be regulated by the addition of more or less of the chalk or of the water. The editor of "Pharmaceutical Formulas" vouches for the following as excellent:

Precipitated chalk.....	3lj
Ammonia water.....	3lj
Wood alcohol.....	3lj
Water to.....	3xx

It is evident that the foregoing will not keep its pasty consistence very long, since the chalk will soon deposit on standing. If, however, soap (curd or the ordinary white variety), be dissolved in the water, in sufficient amount, say 1 ounce of soap to 4 ounces of water, a nice cream will result.

Varnish Remover and Polisher.— C. F. J. writes: "Will you kindly publish a formula for a varnish remover; also a compound for cleansing and polishing all varnished surfaces?"

For removing varnish from hard woods where burn-off is not practicable owing to the resulting discoloration of the wood, various alkalies are used. The preparation that works best and is most generally used by painters is a thick grayish paint-like substance that seems to be composed of strong potash lye with enough whiting mixed with it to give it a paint-like consistency. A little experimenting on your part will determine the strength of lye necessary, as well as the proper amount of whiting to use. The compound is sold under various names in cans of all sizes. It is applied to the varnished surface with a brush and allowed to stand a few minutes, and is then scraped off and the varnish comes off with it. If the body of varnish is extra heavy a second application is sometimes necessary. Only old brushes should be used in applying it, as it destroys the bristles. After the varnish is all removed the wood must be thoroughly washed off and allowed to become absolutely dry before the application of any other varnish.

For cleansing and polishing varnished surfaces, a furniture polish composed of equal parts of raw linseed oil, turpentine and dilute acetic acid works well. Furniture dealers and makers seldom use anything but crude petroleum for furbishing up new furniture or varnished work. The acetic acid mixture works best on old work, as aside from its detergent properties the acetic acid has a tendency to soften up the resin of the varnish and thus cover up cracked varnish surfaces.

To Decolorize Elixir of Three Phosphates.— J. S. writes: "Would you kindly describe a method of decolorizing elixir of iron, quinine and strychnine phosphate, which has become darkened from exposure to light?"

We know of no way in which elixir of the three phosphates which has become darkened through exposure to light may be decolorized. It is possible that filtering the elixir through freshly calcined animal charcoal might clear it a little, and it may be worth trying if you have any considerable quantity of the elixir on hand. The change being a chemical one there does not seem to be much hope of remedying it.

White Tooth Powder and Paste.— J. R. C.— A good white tooth powder may be made by taking precipitated chalk twenty pounds, florentine orris two pounds, castile soap one pound, and mixing thoroughly. For a paste, the powder should be mixed with sufficient strained white clover honey. Do not use glycerin for massing, as it is impossible to keep it in either pot or tube, the glycerin constantly oozing out. If the paste is to be potted it must needs be of a much firmer consistence than if it is to be put up in tubes. The flavor may be anything desired; if wintergreen, use an ounce of pure oil of wintergreen or black birch to each five pounds of powder or paste. The synthetic oil lacks the fine flavor of the true oil.

Elixirs of Lactated Pepsin.— "Pharmacopœia" asks us to name the processes of preparation for elixirs of lactated pepsin with gentian and ferric chloride, phosphate of iron, quinine and strychnine, and with bismuth. These elixirs may be prepared as follows:

ELIXIR LACTATED PEPSIN.

Lactated pepsin.....	3v
Simple elixir.....	0j

Triturate the lactated pepsin with part of the elixir to a smooth paste, add the remaining elixir, and set aside to macerate for twenty-four hours and then filter. Color a deep red with tincture of cudbear.

ELIXIR LACTATED PEPSIN WITH GENTIAN AND TINCTURE OF IRON.

Lactated pepsin.....	3v
Fld. ext. gentian.....	3lj
Tinct. citro-chloride of iron, N. F.....	3lj
Simple elixir, q. s. ad.....	0j

Mix *sec art.*; macerate twenty-four hours and filter. The color of this elixir is a deep brown.

The elixir of lactated pepsin with phosphate iron, quinine and strychnine may be made by macerating five drachms of lactated pepsin with a pint of elixir of phosphate of iron, quinine and strychnine of any desired make or formula and filtering after twenty-four hours. This elixir, however, should be of a light greenish-yellow color. Most, some aver all, the light yellowish-green elixirs of iron, quinine and strychnine on the market are elixirs of pyrophosphate of iron, quinine and strychnine masquerading under the former name, and you will be able to make a more satisfactory preparation by using the N. F. formula for the pyrophosphate elixir as a basis for the preparation. All the elixirs named are best made with simple orange elixir instead of the blended flavors prescribed by the Pharmacopœia and National Formulary. A very good formula is: Alcohol, 1 part; syrup, 1 part; water, 2 parts; and freshly made tincture aurantii dulcis, U. S. P., 10 per cent.; the latter being made by grating the required amount of yellow peel from the finest oranges obtainable and macerating it in the alcohol for twenty-four hours. The Pharmacopœia directs that the peel be cut from the fruit, but grating is better, as then the oil cells are more thoroughly broken up.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

MAKE STORES DISTINCTIVE.

THERE is not enough attention paid to making drug stores conspicuous and distinctive. In strange towns one often has to pass along a street peering into all stores in order to find a drug store. Not only should the character of the store be made apparent for the attraction of transients, but stores should also be made distinctive in order to make it easy for local patrons to find them.

Often you find two or three drug stores in one city block all similar in appearance, so similar that abstracted or unobserving people no doubt frequently mistake one for the other. If possible, by signs, emblems, lights, design of store front, distinctive color of paint, or other expedients, stores should be made to stand out from among their fellows. Go across the street and examine your front in comparison with its surroundings. Look at it from the sky-line down and see what it needs to make it different from the rest. Note also any good opportunities that may exist for sign advertising on the front or top of building. Then go down street and approach your store on your own side of the thoroughfare, noting how far the presence of the store is discernible. Then plan to so arrange things that people who pass will be made conscious of the fact that they are passing a drug store and your store at that. Don't forget the people who pass in the street or upon the opposite sidewalk.

The inside of the store can be made distinctive also, and it is a good plan to adopt a distinctive color of wrapping paper, twine, cartons and wrappers of specialties, letter and bill heads, etc. This is now widely done, and in addition the color can often be used in trimming the store or be extended to the paint upon the front or the globes of window or street lights. Each man must rely upon his own resources to make his store distinctive externally, because the important factor is contrast, and this depends upon the character of the surroundings. For those who can afford it an excellent expedient for arresting the attention of passers-by is to have a large brass or iron plate set into the sidewalk. This plate, which can well be in the form of a mortar, can have in relief the outlines of the mortar and the firm name. The feet of passers keep the raised part polished. A simple variation of this is to have a large stencil made embodying a similar design and paint this on the sidewalk at frequent intervals. This is, of course, merely one more place for a sign; others should not be lacking in the usual places.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to H. M. Hitchcock & Co., Redwood Falls, Mich.

CRITICISM AND COMMENT.

EDITOR BUSINESS BUILDING:

We inclose the first five of a series of advertisements which we have been using. They are somewhat different in plan, both in topic and arrangement, from any others we have seen. They occupy most prominent arrangement on local page of paper.

Redwood Falls.

H. M. HITCHCOCK & CO.

These are well written ads, and, as a change from the ordinary stereotyped styles, are apt to attract attention and a reading. The series began with one on the subject of the "Ideal Advertisement." In each of the series submitted some other "ideal" is treated in conjunction with a panel devoted to an item of store news. The plan of indicating that each ad is one of a series is good and will help to attract readers. For continuous use it is doubtful whether ads of this character will be as effective as those devoted wholly to goods. A judicious mixture of general talk with straight merchandise advertising is advisable, but as a general rule the former must be subordinated to the latter or people will tire.

Insuring Attention.

M. H. Goodale & Co., Battle Creek, Mich., have made certain by use of a unique cover that a booklet recently issued will receive attention. The book is well written, and its attractiveness is further increased by some half-

Ideal Progress

The latest additions to the Science of Pharmacy, improved materials and methods, discoveries or developments that add to its usefulness, may be made use of at Redwood Falls as well as at any other place on the globe.

Eye Strain

resulting in easy tiring of eyes, blurring of vision, headaches, soreness, etc., can nearly always be entirely relieved by the use of properly fitting glasses, and in no other way.

Good value in the relief of eye strain is guaranteed by

H. M. Hitchcock,
THE OPTICIAN.

This is made possible largely through the medium of Drug Journals where these things are promptly reported.

In accordance with the purpose of omitting no opportunity of improvement that will benefit our patrons, it has long been our custom to receive these journals weekly and monthly from several of the principal centers of pharmaceutical education.

Other important features of our business will be noted in following numbers of this series of advertisements.

H. M. HITCHCOCK & CO.,
RELIABLE DRUGGISTS.

The Prize Advertisement.

tones of the exterior and interior of the store in the inside pages. The cover bears in the upper left hand corner the cut of a man's face, in the lower right hand corner a glass of soda appears. In the center an oval has been cut through the cover, exposing a view of the inside title-page on which appears a cut of the new Post Tavern in which the store is located. Across this oval opening from the face of the man to the glass of soda extends a broom straw which has been thrust through from the inside of the cover. This illustrates the accompanying wording, "This straw shows where the soda goes." The oval cut from the cover has been printed as follows and is inclosed in the book:

Present this check

at Goodale's Palace Pharmacy, Post Tavern Corner, when buying anything at the fountain, and it will be accepted as cash in payment for another order costing the same amount.

The somewhat ambiguous wording of the card is apt to interfere with its usefulness. It cost considerable to get out this book, but the probabilities are that all the cost was justified. A book of this kind will usually pay where a more economical one would fail.

News and Notes of the N. A. R. D.

THE N. A. R. D. OUTLOOK.

Prospects of Decisive Work at Buffalo—Review of the Work Done—What the Retailer Needs—The Lines Being Drawn Tighter.

There is a feeling in the air that at the coming annual meeting of the National Association of Retail Druggists at Buffalo, October 10, 11 and 12, action will be taken by the druggists of the country which will bring the fight between the great body of the retailers and the smaller coterie of cutters to a focus.

As a result of this condition an unusually large attendance is looked for, and the estimate of delegates to be present is confidently placed at between 300 and 400. Secretary Woodin is now reported to be busy on his final instructions regarding the meeting to the heads of the various affiliated associations, and at any day they may receive the detailed plans.

It is estimated that the attendance from New York State this year will be unusually large. The State Pharmaceutical, the Manhattan Pharmaceutical, the Kings County, the Greater New York and other associations are all expected to send big delegations. The various little local associations, not being affiliated with the National body, will not be represented as such, but many of their members, who belong to the other bodies, will be present.

As for the question of transportation arrangements, no New Yorker is on the Transportation Committee, but it is expected that an Executive Committee from the various local associations will take up this matter and see that delegates are fully informed as to the best, cheapest and most convenient methods to reach the convention city long before the date of the meeting.

Not quite so much attention, it is thought, will be paid this year to lavish entertainments, taking up time that the earnest members of the association wish to devote to work. It has been suggested to the local association having the question of entertainment in hand that, as there is so much important business to come before the association, the entertaining of the delegates be arranged so as not to interfere with the business part of the convention. Instead, that the time be devoted to solid business, so that the delegates will remain and take part in questions in which they are vitally interested.

"There is not the slightest doubt," said President W. C. Anderson to an AMERICAN DRUGGIST representative, "that the coming meeting is the most important one the N. A. R. D. has ever held.

"Up to the meeting in Detroit our plans were simply under preparation. This year there has been an actual test of their efficiency, and it is for the delegates to decide at the next meeting whether the tripartite plan in operation since January 1 has given or can give the retail druggists of the country the relief they desire and which they are working so hard to obtain.

"The Worcester plan will be brought forward and proposed without a doubt, and the all important question at the meeting will be whether the present plan will be continued or whether it is necessary to introduce something in addition to make the work more effective.

"The delegates from New York State and New York City—in fact, from almost all over the Eastern section—realize, I believe, that there must be some changes in the present system in order to bring about desired results, although from this I do not mean to have it inferred that much good has not already been accomplished. There has been.

"I have no doubt the cutters' association—the drug merchants of New York—would be glad to see the present system continued, for up to this time it has benefited them more than it has the retail druggists, who have formed into local associations and worked hard and earnestly to better their conditions. The cutters have been able to advance their prices, while they still evidently buy at the lowest possible figures, and yet at the same time they sell at somewhat less than the price schedule quoted and adopted by the retail associations."

"To what do you attribute the cutters' ability to obtain goods?" President Anderson was asked.

"To the non-support of some of the jobbers, and in quite a number of instances to the proprietors themselves."

"Statements have been made by cutters that retailers themselves have acted as go-betweens in securing goods for the cutters."

"I do not take much stock in those stories. I believe the rank and file of the retail trade are true to their colors."

"Is it probable," asked the reporter, "that the names of those who have failed to live up to their agreements and details of their acts will be read at the meetings, or have the various committees handled such cases as they went along, arguing and urging or otherwise endeavoring to bring offenders to see the errors of their ways?"

"I am sorry to say that the latter has been the method adopted," said Professor Anderson. "There has been much shifting about, and methods have been indecisive. Dealing with violations has not been marked with the firmness necessary, and I hope and believe a policy will be adopted at the meeting whereby the proprietors of the country will be given a last opportunity to protect their interests with the retail trade.

"I believe that the jobbers should be protected and given their share, but that the proprietors and retailers must come closer together in the operations of plans of the future.

"I go to the meeting with definite ideas and plans on this subject, and I am confident that the entire New York delegation share my views. We believe the time has come for a definite stand on certain matters and we will make it. There is likely to be some plain talking done, for we believe that the retailer, with such a power as this organization is behind him, can better his condition materially and that the time has come for him to do it."

Considerable comment has been aroused by the action of a drug publication which has seen fit to editorially comment on the Worcester plan. Its comment has been of an adverse character, but adverse or otherwise it is held that until the delegates at the convention have decided on the plan or its rejection it is only fair that their minds should be free and unbiased on the subject.

THE WORK IN THE WEST.

N. A. R. D. Gaining Rapidly in the West—Evidences of Appreciation from Wisconsin—Views of Mr. Voegel—Many County Organizations in Working Order—Notes of the Organizers and the Organizations.

Chicago, Sept. 2.—President Walter H. Gale, of the Illinois Pharmaceutical Association, has returned from a long trip through the extreme West. While traveling he says he found that the National Association of Retail Druggists is rapidly gaining ground throughout the West. Mr. Gale is one of the most active workers in the local ranks of the National Association of Retail Druggists and is at the head of the work of organizing the first district.

RESULTS ACCOMPLISHED IN THE WEST.

Thomas V. Wooten, national secretary, is also very much pleased with the progress of the work of organizing branches of the N. A. R. D. He says that the prospects are bright in all quarters. As an illustration of what the N. A. R. D. is accomplishing in its quiet, unostentatious way for the less populous as well as the more densely populated communities the case of Nicolet County, Minn., may be cited. There are only six druggists in the county, but in conformity with the present method of the N. A. R. D. organization work this county received attention in its regular order. Mr. Post, an organizer for the N. A. R. D., formed an association of the Nicolet County druggists at St. Peter, August 25, the entire six being present. Finding that the prices on counter goods in that county were lower than in any other county in South-eastern Minnesota, he advised the local association to advance the prices on these articles and establish uniformity, which plan was agreed upon at the meeting, and has since been carried out to the great satisfaction of all concerned.

P. W. Satory, of St. Peter, was elected president; C. W. Ray, of Nicolet, vice-president; J. O. Poetz, of St. Peter, secretary, and C. H. Clark, also of St. Peter, treasurer. Resolutions were passed condemning the action of certain manufacturers in keeping up prices of their goods after the internal revenue tax was repealed.

WISCONSIN DRUGGISTS APPRECIATIVE.

Many letters are being received at N. A. R. D. headquarters similar to the following from President Horace G. Stone, of the Racine County, Wis., Retail Druggists' Association: "Allow me for our association to accept your kind words of welcome to the fellowship of the N. A. R. D. We are very much pleased with what has been accomplished so far, and hope that in the future our lot will be less oppressive and more justly remunerative than in the past. All thanks to the N. A. R. D." The other officers of the association are Mr. Prasch, Burlington, vice-president; A. Holmberg, Racine, secretary; W. L. Spencer, Racine, treasurer. The organization includes the proprietors of nineteen out of the twenty drug stores in the county and was organized by Geo. W. Schodde, a representative of the N. A. R. D.

Copies of a 32-page schedule of prices on counter goods, surgical dressings, mineral waters, proprietaries, pharmaceuticals and everything upon which druggists are likely to disagree as to prices may be secured of Thos. V. Wooten, 153 LaSalle street, Chicago, at 10 cents per copy. The list is very complete and contains blank pages for additions, changes suitable to the particular locality, etc. Every member of every druggists' association should have one of these with the prices changed to suit the members of his local association. It is a pronounced success wherever used and has been extremely valuable in correcting the bad trade conditions of many communities.

VIEWS OF MR. VOEGELI.

The following letter from Thos. Voegeli, of Minneapolis, is self-explanatory and voices the need of the hour—organization:

Jos. R. Noel, M.D.,
General Organizer, N. A. R. D.,
Chicago.

Dear Sir:

Yours of the 8th to hand and noted. Organization and affiliation with the N. A. R. D. should be the rallying cry of the executive officers of the N. A. R. D. until every one of the 38,000 druggists in the United States has identified himself some way with the N. A. R. D., and I am much pleased to learn that efforts are being made to interest the druggists in the smaller towns and country districts in this great work, which, if carried to its logical conclusion, will again give to the druggist the station in life to which he is entitled.

Let no man delude himself that we ever can win the victory by allowing the few leaders to do the fighting if the balance not only refuse to give their financial and moral assistance to the cause, but deliberately find fault with everything that is done by the leaders in the fight. Victory can only come by an overwhelming majority of druggists pulling together and all in the same direction. It is only then that the manufacturer and the jobber will listen to us and will be honest in carrying out their agreements with us.

The Minneapolis Association is an outcome of the N. A. R. D., as we had no association up to that time. All price difficulties have since been adjusted between the department stores and druggists, and our list has been in force with entirely satisfactory results since June 1, 1901.

Druggists are doing better than in years and the department stores are much pleased at the profits which their drug departments now show. I am a firm believer in the ability of every local association settling the price difficulties prevailing in their respective locality, and in proof of that assertion I cite to you Minneapolis, where, up to a year ago, price demoralization was equal to that of any city in the country.

Since the above letter was written a price schedule has been adopted in St. Paul, and so far excellent results have been experienced.

A MISSOURI DRUGGIST HEARD FROM

At a meeting of the Retail Druggists' Association of Marion County, Mo., held in the city of Hannibal on May 20, the following was unanimously adopted:

Resolved, That it is the desire of this association that the advance in price made by certain manufacturers of proprietary medicines on account of the stamp tax shall be promptly deducted and the original price restored upon the repeal of the internal revenue law. Signed—J. B. Brown, president; A. R. Ayres, secretary.

EVERY DRUGGIST IN THE COUNTY JOINS

An enthusiastic meeting of the druggists of Carroll County, Ill., occurred August 22 at Savanna, when they were organized into an association and became affiliated with the N. A. R. D.,

which was represented by George R. Quarles. The secretary, William G. Law, of Savanna, writes as follows:

My hope has been at last realized and the Carroll County Druggists' Association is a "real living thing," and I hope will continue to be as healthy as it now appears. We have cutting at but one place in the county and the cutters are both in. I have asked the president to call a meeting at once, and I think everything can be adjusted readily. We thank you for your kindly interest.

Every druggist in the county joined the association, and they chose as their officers: F. G. Edwards, Mt. Carroll, president; Wm. G. Law, Savanna, secretary; John C. Moyer, Shannon, treasurer. The following resolution was passed:

"Resolved, That this association through its proper officers requests through the N. A. R. D. that all manufacturers of proprietary preparations, who have not done so, shall reduce the price on all goods to the prices in vogue prior to the stamp tax."

NEW YORKERS IN LINE.

The Chautauqua County (N. Y.) Retail Druggists' Association was organized and became affiliated with the N. A. R. D. through Organizer E. C. Bottume, August 8, at Jamestown. Forty druggists in the county became members. The following officers were elected to serve until the second Tuesday in September, 1902: Fred E. Hatch, Jamestown, president; H. P. Monroe, Dunkirk, first vice-president; A. H. Saxton, Sherman, second vice-president; C. A. Swanson, Jamestown, secretary; Harold Le F. Brown, Jamestown, treasurer.

Local Associations Organize.

A. A. Broadie, of Waverly, Ia., whom delegates to the last N. A. R. D. convention will remember, was elected president of the Bremer County (Ia.) Druggists' Association, which was organized by W. W. Weeks, of the N. A. R. D., August 28. G. A. Shores was elected vice-president; B. E. Farrand, of Sumner, secretary, and A. Stevenson, of Tripoli, treasurer. The ten druggists of the county joined the association.

Eleven druggists of Dearborn County, Ind., formed an association and affiliated with the N. A. R. D., August 9. W. W. Weeks, an organizer for the N. A. R. D., was instrumental in getting them together. The officers elected were as follows: J. A. Riddell, Aurora, president; C. W. Fitch, Lawrenceburg, vice-president; John Ullrich, Aurora, secretary; A. H. Dietrich, Lawrenceburg, treasurer. Several previous attempts at organization had been made, but the plans fell through for one reason or another. It was voted to sell proprietaries at full prices beginning with August 12. Prices have been 75 and 80 cents on the dollar articles for some time. The proximity of this place to Cincinnati makes the action all the more interesting, and it is exceedingly gratifying to the officials to learn that the very centers of the cut-rate movements are feeling the effect of the N. A. R. D. tidal wave. The following resolution was passed by unanimous vote: "Be it resolved by the Dearborn County Retail Druggists' Association that the officers be instructed to use their influence through the N. A. R. D. for a reduction in the price of those proprietaries that were advanced under the stamp act."

August 12 the druggists of Clinton County, Mich., were organized into an association with 13 members by Fred C. Vincent, an organizer for the N. A. R. D. The following officers were elected: President, A. S. Fleden, St. Johns; first vice-president, G. E. Geron, Ovid; second vice-president, J. P. Bertram, Westphalia; secretary, Chas. P. Baker, St. Johns; treasurer, C. E. Van Sickle, St. Johns. The following resolution was adopted: "Resolved by the druggists of Clinton County, in convention assembled, that whereas the N. A. R. D. was the chief instrument in securing the repeal of the war stamp tax, and whereas, this association is a component part of the N. A. R. D., we hereby demand that such manufacturers as have not already done so restore the prices that existed upon the respective articles prior to the Spanish-American war, and the secretary of this association is hereby instructed to forward to Thomas V. Wooten, secretary of the N. A. R. D., a copy of these resolutions immediately, and is further instructed to inscribe the same upon the minutes of this county association."

On August 23 thirteen out of the fourteen druggists in Putnam County, Ohio, were organized into an association by N. W. Hoffman, of the N. A. R. D. It is believed the other druggist would have joined except for his absence in Buffalo. The following officers were elected: W. W. Kelley, president; T. G. Lee, vice-president; W. E. Buskly, secretary; C. E. Anglemyne, treasurer. After organization the question of formulating a schedule of prices was discussed, and a committee of five was appointed to meet the week following to arrange said

schedule, to be adopted by the association at its next regular meeting. At a meeting of the Retail Druggists' Association of Putnam County, Ohio, held on August 23, the following was unanimously adopted: "Resolved, That it is the desire of this association that all manufacturers of proprietary medicines who raised the price on their goods at the time the stamp tax went into effect, and who have not yet reduced prices to what they were before said stamp tax was imposed, are urged to do so promptly."

The druggists of Goodhue County, Iowa, recently organized a branch of the National Association of Retail Druggists by electing the following officers: President, J. L. Scofield, Cannon Falls; first vice-president, K. Regnolds, Zumbrota; second vice-president, A. P. Brobeck, Kenyon; secretary, N. J. Sylvander, Red Wing, and treasurer, W. W. Jewell, Pine Island.

The Henry County (Ohio) Association of Retail Druggists has just organized with the following officers: W. F. Balsley, president; W. C. Gehrett, vice-president; C. F. Clay, secretary; Isaiah Leist, treasurer. The primary object of the organization is to establish and maintain a uniform price-list of all drugs. The association will also prevail upon the wholesalers to discontinue the sale of all cut-rate patent medicines. Out of the twelve drug houses in the county but one refused to join in the movement.

A branch organization of the National Druggists' Association was formed at Waukesha, Wis., recently. The association will be known as the Waukesha County Retail Druggists' Association. Representatives were present from Mukwonago, Eagle, Menominee Falls and Oconomowoc. The chief object of the organization is to make prices on all patent medicines uniform. The following officers were elected for one year: President, C. E. Nelson, of Waukesha; vice-president, Fred Brown, Oconomowoc; secretary, W. G. Wardrobe, Waukesha; treasurer, J. J. Lorge, of Eagle.

The druggists of Ionia County, Mich., have organized a county association for the advancement of their interests. Officers were elected as follows: President, E. T. Yoemans, of Ionia; vice-presidents, W. I. Benedict, of Belding, and C. Stone, of Portland; secretary, George Gundrum, of Ionia; treasurer, Jay Diamond, of Lake Odessa.

Washington State Association.

The twelfth annual meeting of the Washington State Pharmaceutical Association was convened at Tacoma on August 20 and 21. The first sitting on Tuesday was devoted to routine business, addresses of greeting and reception of delegates. S. A. Perkins delivered the address of welcome, which was responded to by J. W. McArthur, of Spokane, President S. M. Le Crone occupying the chair. The annual address of President Le Crone followed and was well received.

The most of the afternoon sitting was given over to an informal discussion of a communication from the National Association of Retail Druggists, asking the local association to take an active, instead of a passive, interest in the affairs of the major body. The communication was referred for consideration to the Committee on Trade Interests.

At the sitting on the second day officers were elected to serve during the ensuing year, as follows: President, J. W. McArthur, Spokane; first vice-president, David Wall, Vancouver; second vice-president, Mrs. Alice L. Summers, Friday Harbor; third vice-president, H. P. Kennedy, Seattle; secretary, W. P. Bonney, Tacoma; treasurer, William V. Skillman, Spokane. Executive Committee: A. Davidson, Tacoma; P. Jensen, Tacoma; J. H. Day, Dayton; C. I. Carr, Seattle; Mrs. Alice L. Summers, Friday Harbor; H. P. Kennedy, Seattle; I. Korn, Tacoma; Fred. P. Offerman, Fairhaven; Joseph Schlumpf, Seattle.

The following nominations for membership in the State Board of Pharmacy were made: J. H. Day, Dayton; L. I. Tallman, Walla Walla; W. J. Roaf, North Yakima; W. J. Hamilton, Colfax; H. S. Elwood, Ellensburg.

The term of J. H. Day, of Dayton, expires this year, and in accordance with the law, the Governor will select one of the five recommended to fill the vacancy.

Upon invitation Seattle was selected as the city in which the next and thirteenth annual meeting will be held.

At this morning's session a series of interesting essays were read, among the contributors being Professor Byers, of the pharmacy department of the University of Washington; Professor Wilt, of the Agricultural College at Pullman, and a paper upon the standards of requirements for drug clerks in general, by ex-President Le Crone.

CANADA'S PROPRIETARY MEN MEET.

The fourth annual meeting of the Proprietary Articles Trade Association of Canada was held at Montreal on August 21. At the opening of the session there were represented the following firms: G. C. Briggs & Sons, Hamilton; J. C. Ayer & Co., Lowell, Mass.; Abbey's Effervescent Salt Co., Montreal; Brayley Sons' Co., Montreal; British Chemists' Co., Toronto; Anti-Kamnia Chemical Co., St. Louis, Mo.; Alonzo O. Bliss, Washington, D. C.; Thomas Beecham, St. Helen's, Eng.; Angier Chemical Co., Boston, Mass.; California Fig Syrup Co., San Francisco, Cal.; Dodds Medicine Co., Toronto; D. Denmore Co., Montreal; Davis & Lawrence, Montreal; F. F. Dalley Co., Hamilton, Ont.; Centaur Co., New York; W. H. Comstock Co., Brockville, Ont.; Carter Medicine Co., New York; Edmanson & Bates, Toronto; G. T. Fulford & Co., Brockville, Ont.; Seth W. Fowle & Sons, Boston; Gilmour Bros. & Co., Montreal; G. A. Gibbons, Toronto; Griffiths & McPherson, Toronto; Hance Bros. & White; Hamlin's Wizard Oil Co., Chicago; Himrod Mfg. Co.; Koenig Medical Co., Toronto; Dr. R. H. Kline, Philadelphia, Pa.; Donald Kennedy, Roxbury, Mass.; Johnson & Johnson, New York; Kola Importing Co., Cincinnati, Ohio; John H. H. Jury, Bowmanville, Ont.; Munyon's H. H. Remedy Co., Philadelphia; Leeming, Miles & Co., Montreal; T. Milburn & Co., Toronto; Melins Food Co., Boston; Lanman & Kemp, New York; Lawrence, Williams Co., Cleveland, Ohio; Northrop & Lyman Co., Toronto; The Orleans Mfg. Co., Toronto; Lydia E. Pinkham Medical Co., Lynn, Mass.; Ponds Extract Co., New York; H. Planten & Son, New York; Paris Medical Co., St. Louis, Mo.; Peruna Drug Co.; Phenyl-Caffein Co.; C. C. Richards & Co., Yarmouth, N. S.; Radway & Co., Montreal; Sterling Remedy Co., Attica, Ind.; Scott & Bowne, Toronto; D. Ransom & Co., Buffalo, N. Y.; J. H. Sanderson, Richmond Hill, Ont.; Schiffmann & Co., St. Paul, Minn.; Jas. S. Stedman, Hoxton, London, Eng.; Steedman & Co., Wallworth, Surrey, Eng.; Slocum Chemical Co., Toronto; J. L. Thompson, Sons & Co., Troy, N. Y.; Warner's Safe Cure Co., Rochester, N. Y.; World's Dispensary Medical Association, Buffalo, N. Y.; Chas. A. Vogeler Co., Toronto; L. A. Wilson & Co., Montreal; H. K. Wampole & Co., Toronto; E. S. Wells, Jersey City, N. J.; Archdale, Wilson & Co., Hamilton, Ont.; Viavi Co., San Francisco; W. L. Wood, Toronto; Vapo Cresolene Co., New York; S. C. Wells & Co., Toronto; Wells, Richardson Co., Montreal; D. Watson & Co., Montreal; Young & Smilie, Brooklyn, N. Y.; S. G. Detchon, Toronto; Common Sense Mfg. Co., Toronto.

A number of important topics were discussed, and considerable routine business gone through with, after which the election of officers took place.

This resulted as follows: Hon. President, Hon. G. F. Fulford, Brockville; president, Henry Miles, Montreal; vice-president, E. D. Howe, Toronto; secretary-treasurer, L. S. Levee, Toronto. Board of Control: David Watson, Montreal; W. J. Edmanson, Toronto; E. H. Wooley, Toronto; F. S. Warren, Montreal.

In the evening some 75 of the members sat down to a banquet at the Windsor Hotel, at which the newly elected president, Henry Miles, presided. J. J. Gibbons, Vapo-Cresolene Co., represented the New York contingent and responded later to the toast of "The Ladies."

After the toasts of "The King" and "The President of the United States" had been proposed by the chairman and duly acknowledged, S. G. Archibald proposed the toast of "Canada," which was eloquently responded to by T. I. Paton, president of the Dominion Commercial Travelers' Association.

The "Proprietary Association of America" was proposed by S. L. Levee, of Toronto, who expressed regret that there were no representatives present. J. A. McKee, of Toronto, proposed "The Wholesale and Retail Drug Trade," which was responded to by H. H. Lyman and Charles Lyman on behalf of the wholesale druggists, and W. H. Chapman, Henry Willis and Mr. Gibbard on behalf of the retailers. There were a number of musical selections and the evening passed away most pleasantly.

Columbus, Ohio, Rate War Over.

The cut-rate war at Columbus, Ohio, is reported to be practically at an end. An armistice was entered into on August 23 between the local association and the Columbus Pharmacal Company, and at a meeting of the association a few days later a treaty of peace was signed. The committee from the association met with representatives of the Pharmacal Company and a protocol was adopted. The Pharmacal Company agreed to withdraw its advertisements of cut prices from the Sunday morning papers and to aid in arranging a price-list at which proprietary remedies and staples are to be sold by all stores.

The American Pharmaceutical Association.

The advantages of membership in the American Pharmaceutical Association are so well known as to require little enlarging upon. It is the leading scientific organization of its kind in the world, and to belong to the A. Ph. A. is esteemed an honor by the most eminent men in chemistry, pharmacy and the allied arts and sciences. There is no initiation fee, the only cost being the annual payment of dues, which amounts to \$5.00. In return for this members receive a bound volume of the Proceedings containing all the scientific, the technical and the practical papers read before the association, the discussions of them by experts, and, in addition, a most exhaustive digest of the world's literature of pharmaceutical chemistry, pharmacy and pharmacognosy.

Pharmacists desiring to join the American Pharmaceutical Association can obtain printed information and application blanks by sending name and address to the New York City member of the Committee on Membership, Thomas J. Keenan, 66 West Broadway, Manhattan, New York.

The following is the special programme that has been arranged for the entertainment of the lady visitors to the St. Louis sessions:

Sunday, September 15.—Reception.

Monday, September 16.—Informal reception at Southern Hotel. Afternoon shopping party.

Tuesday, September 17.—Visit to St. Louis Museum of Fine Arts and the Missouri Historical Society Museum. Afternoon, Twentieth Century Auction.

Wednesday, September 18.—Visit to public buildings and other points of interest.

Thursday, September 19.—Carriage ride with luncheon at the Glen Echo Clubhouse. Afternoon, carriage ride. Evening, theatre party.

Friday, September 20.—Visit to public buildings and other places of interest. Afternoon, trolley ride. Evening, euchre party.

Saturday, September 21.—Forenoon, programme not completed.

A. A. A. S. Officers.

The American Association for the Advancement of Science will meet on June 25, next year, in Pittsburg. The following officers were elected at the close of the annual gathering in Denver on August 30: President, Asaph Hall, of Harvard; permanent secretary, L. O. Howard, of Washington; assistant permanent secretary, Richard Clifton, of Washington; general secretary, G. T. McDougall, of New York; secretary of the council, Prof. H. B. Ward, of University of Nebraska; vice-presidents of sections: A—Mathematics, D. W. Hough, of Northwestern University; B—Physics, W. S. Franklin, of Lehigh; C—Chemistry, H. A. Weber, of Ohio State University; D—Mechanical Science, J. F. Flatter, of Minnesota University; E—Geology, O. A. Derby, of Sao Paulo, Brazil; F—Zoology, C. C. Nutting, of Iowa State University; G—Botany, D. H. Campbell, of Stanford University; H—Anthropology, Stewart Culin, of the University of Pennsylvania; I—Economics, Hon. Carroll D. Wright, Washington; K—Experimental Medicine, Dr. W. H. Welch, of Johns Hopkins.

Obituary.

Arrie B. Toward died August 24 at his home on Paul Gore street, Boston, after a long illness, from consumption. He was born in Maine 42 years ago, and his first experience in the drug business was gained at Skowhegan and Boothbay, Me. He came to Boston at an early age and after employment at various establishments opened a store on Lamartine street some ten years ago. This he conducted for seven years and then sold out and began anew at Forest Hills. After a short time he disposed of this place and then bought the establishment corner of Columbus avenue and West Newton street, where he remained until too weak to give his attention to business. He leaves a wife and two children.

Charles D. Moore, 43 years old, died at his home in Westfield, Mass., on August 26, after a protracted illness of Bright's disease. He was born in Windsor, Conn., where he received his education. He moved to Westfield ten years ago and entered the employ of G. B. Gaylord, of the Elm Street Pharmacy. Three years later, in company with A. N. Sprague, he bought out Mr. Gaylord and the firm has ever since been known as Sprague & Moore. The deceased leaves a widow and one sister.

Dr. David Kennedy of Kingston, N. Y., died suddenly of apoplexy on August 5. He was born in New York City in 1832.

Dr. Kennedy was the patentee of Dr. Kennedy's Pinus Canadensis preparations, from which he made a fortune. He was graduated at the College of Physicians and Surgeons of New York City in 1860 and served as a surgeon throughout the Civil War. He was a Democrat and was twice Mayor of Kingston.

John P. Scherff, fifty-seven years old, who for many years was engaged in the drug business in Bloomfield, N. J., died in the State Hospital for the Insane at Morris Plains, on August 9, after an illness of one year. He was born in Germany and came to this country when a young man. For the past twenty-six years he conducted a drug store in Glenwood avenue, Bloomfield, and was known throughout the country. A widow and two children survive him.

Joseph Williams, of Newburyport, Mass., died August 24 in the room in which he was born nearly 69 years ago. He entered the drug business at an early age and was employed in Boston for a number of years. About thirty years ago he established a drug business on Merrimac street, Newburyport, continuing it up to the time of his death. He is survived by a widow, a son and daughter.

James W. Dyer, formerly a prominent druggist of Indianapolis, died at his home in that city on August 2, after a long illness. He was interested in stores on Washington and Illinois streets, the failure of which caused him to become dependent, and from that time, about five years ago, he gradually failed in health. He was 60 years old.

Miss Esther Newman, daughter of Rabbi Meyer Newman, died in St. James' Hospital, Newark, on August 4, after an operation for appendicitis. Miss Newman was 18 years of age and last spring graduated from the New Jersey College of Pharmacy, being one of the first two girls in the State to complete such a course.

C. B. Woodman, one of the veteran druggists of the State of Maine, died at Higgins Beach, August 10, aged 60 years. He had been in the drug business at Westbrook for many years, and was postmaster of the town at the time of his death.

Dr. Louis Schaefer, of the Alkaloid Works, is sincerely sympathized with in the death of his wife, who expired at her home on the 5th inst. The funeral services were held at Paterson, N. J.

John Victor Ohlander, druggist, of Worcester, Mass., died on July 16 of dropsy. He was 53 years old, and was one of the first Swedish druggists to locate at Worcester. He has no relatives in this country.

Wm. C. Plant died at his home in Winstead, Conn., on August 3. For a number of years he had been in the drug business in Winstead, first as clerk and later as one of the firm of E. Baird & Co. He was about 30 years of age.

Henry Foerg, for many years a druggist in St. Louis, died there on July 19, at the advanced age of 83. He was a native of Cologne.

Theodore Bodine, a prominent Connecticut druggist, died on September 2 at his home in Danbury. He was thirty-six years old.

Frank S. Williams, proprietor of a drug store at Washington, D. C., died at Baltimore on July 22. He was born in Howard County, Md., 50 years ago.

R. Frank Waters, druggist, of Baltimore, Md., was killed by a live electric wire in his store on July 26. Mr. Waters was 38 years old, and was married.

Lynn C. Byrd, of the wholesale drug house of James Bailly & Son, Baltimore, died suddenly on July 24 in his office. He was 42 years old, and leaves a widow.

Joseph H. Osterstock, M.D., who conducted a drug store on Cattell street, College Hill, Easton, Pa., died on July 30, after a short illness. He was in the sixty-fifth year of his age.

C. D. Corlindt, a well-known and popular druggist, of No. 605 Evergreen avenue, Brooklyn, died suddenly of heart disease on July 27. He was about 70 years old.

Frank E. Bailey, druggist, who had charge of the Meyer Drug Store at Thibodaux, La., died at Covington, Ky., on July 20. He was 43 years old and leaves a wife and three children.

J. I. Palmer, an old and well-known druggist of Tampa, Fla., died on July 26 in that city.

W. H. Rogers, a well known druggist of Madison, Ind., died August 2, of endocarditis, aged 57.

George Shreve, a druggist of St. Charles, Iowa, died on July 17 in that city. He was about 40 years old.

GREATER NEW YORK.

Wm. Muir is expected back this week from his vacation in the Catskills.

The regular meeting of the Kings County Pharmaceutical Society will be held at 2 p. m. on September 10.

The regular monthly meeting of the Board of Governors of the Drug Club will be held on September 11.

George E. Werell, formerly a Philadelphia druggist, was recently committed to Bellevue Hospital as insane.

Hazard & Hazard will shortly remove from No. 1159 Broadway to No. 1123 Broadway, almost directly opposite.

Recent visitors to the city included J. N. Ruffin, Ascuncion, Paraguay, South America; J. D. Vino, London England.

Francis J. Murphy has succeeded O. H. Scheefer as proprietor of the pharmacy No. 1341 Fulton Street, Brooklyn.

Johannes Fritsche, of Fritsche Bros., returned home from an extended European trip on the "Deutschland" on August 29.

R. Raymond Lampa, head of the traveling staff of Lehn & Fink, is enjoying a well earned rest among friends in Connecticut.

Karl F. Behrens, the popular Brooklyn pharmacist of Sands and Jay streets, has returned from his annual vacation in the Catskills.

Among recent visitors to the New York drug market was noticed Otto E. Betz, the widely known wholesale druggist of Cincinnati.

The Executive Committee of the Association has voted unanimously in favor of holding the next meeting of the association at Elmira.

Dr. C. J. Lincoln, of Lincoln & Co., a well-known Arkansas pharmaceutical chemist, and Wm. M. Boland, druggist of Scranton, Pa., were recent New York visitors.

Michael Metz has purchased the drug store of G. D. French, Lexington and Franklin avenues, Brooklyn. Mr. Metz was formerly with C. O. Bigelow, Sixth avenue and Eighth street.

W. G. Ungerer, Jr., of Ungerer & Co., 18 Cedar street, accompanied by Mrs. Ungerer, sailed for Europe on August 29. They will tour France and Switzerland and be absent a couple of months.

The International Witch Hazel Co., of New York City, has been incorporated with a capital of \$25,000, and the following directors: C. C. Hughes, E. D. W. Langley and J. P. Finneran, of New York City.

One or more important contributions to the papers at the annual meeting of the Mississippi Valley Medical Association at Put-in-Bay, Ohio, this week, will be made by Dr. B. F. Whitmore, of Parke, Davis & Co.

Paul B. Hudson, charged with many drug swindles, was on August 30 sentenced to prison for six months by Recorder Goff for grand larceny. He was convicted of stealing a trunk containing jewelry and clothing.

B. A. C. Hoelzer, formerly of this city, has been selected by the O. Porsch Chemical Co., No. 62 Maiden Lane, to take charge of their newly established Chicago branch offices and warehouses at No. 42 River street.

Back from recent vacations are noted: J. H. Gerathy, with McKesson & Robbins; Col. J. W. George and J. S. Barney, of Schleffelin & Co.; Col. E. W. Fitch, of Parke, Davis & Co., and W. G. Gessell, with Lehn & Fink.

Martin H. Smith has returned from his fishing trip on the Chesapeake. He spent almost the entire two weeks on his new yacht, the "Velosa," and there was no scarcity of the finny tribe in the waters of the bay until he left.

The Claremont Chemical Company of New York has been incorporated at Albany with a capital of \$25,000, to manufacture and sell drugs, chemicals, etc. The directors are T. T. Doll, E. G. Ingram and C. A. Briggs, New York.

The Hebernigg Manufacturing Co., of New York City, has been incorporated at Albany to manufacture drugs and medicines. Capital, \$25,000, and directors: D. E. Fritz, of Bolivar; A. L. Hebernigg, of Bradford, Pa., and D. A. Keister, of New York City.

Jacob Well, city representative of Max Zeller, returned last Saturday from his European trip in the best of health and ready to jump right into harness again. On the voyage over

he had the pleasure of having Fred. Kleinschmidt and family as fellow voyagers.

Incorporation papers have been issued to the Crown Pharmaceutical Co., New York City, formed to manufacture and sell a certain tooth powder, with a capital of \$25,000. The directors are L. B. Schenck and C. M. Schenck, of New York City, and W. E. Huber, of Brooklyn.

The erection of the new East River Bridge to stretch from Delancey street to South Fourth, Williamsburg, has compelled the removal of E. Scher, druggist, Delancey and Attorney streets, to Ninety-ninth street and Park avenue, a more fashionable but probably less lucrative neighborhood.

T. P. Heffley, of Heffley Bros., Jacksonville, Fla., whose drug store was destroyed by fire, is planning a fine new establishment which will far surpass the old one, and has been in New York buying fixtures and stock. Including a handsome soda fountain, he estimates the cost of new equipment at \$10,000.

Recent guests of Mr. Carragan at the Drug Trade Club were W. D. Rowles, manager of the special department of the Chicago office of Parke, Davis & Co., who has returned from a two months' trip through Europe; John C. Spratt, Detroit, in charge of the company's traveling forces, and F. E. Wicks, a Detroit representative of the drug firm.

S. V. B. Swann, secretary of the Manhattan Pharmaceutical Association, 732 Amsterdam Avenue, New York City, has issued to the members a neatly bound pamphlet giving particulars of the incorporation and constitution of the association, together with a list of the officers, committees and members' addresses. The association has now a membership of 234.

J. Maxwell Pringle, Jr., president of the Manhattan Pharmaceutical Association, left his store, at 977 Eighth Avenue, in charge of the head clerk last week and hied him to the mountains for a while in search of rest and recreation. He did not stay long away, though, as he concluded that the vicinity of New York was as good a place to spend a vacation in as could be picked out.

John Nisselson, a drug clerk employed in the store of his brother-in-law, Louis Lurie, No. 276 Broome street, is to have his license revoked, being charged with having obtained the same by swearing to false statements as to his experience. The action was decided upon by the Eastern branch of the New York State Board of Pharmacy after a full examination into all the facts.

Theodore Louis, well known in retail drug circles of this city, died on Thursday, August 22, aged sixty-three years. He was for many years the treasurer of the German Apothecaries' Society and served for several terms as trustee of the New York College of Pharmacy. His death was due to meningitis, consequent to a stroke of apoplexy which he had more than two years ago.

Wm. J. Quencer, proprietor of the Windermere Pharmacy, at the corner of Ninth Avenue and Fifty-seventh Street, spent his vacation at the home of his parents in Watertown, N. Y. During his stay there he made a trip to Buffalo and visited the Pan-American in the company of Mrs. Quencer. The Windermere Pharmacy has been refitted since the fire, and now presents a most attractive interior appearance.

Among the buyers in the city recently getting ready for the fall trade were noted E. V. Elliott, of the Hutchinson-Elliott Drug Co., Paris, Texas; T. Edwin Brown, Franklin, Pa.; John B. Wood and Frank E. Seett, Kansas City, Mo.; R. L. Palmer, Atlanta, Ga.; F. D. Rollins, of Rollins & Rice, Aurora, Ill.; B. S. Hughes, of Barnes & Hall, Lexington, Ky.; B. J. Hucke, Kansas City, Mo., and C. A. Milford, Abbeyville, S. C.

A corporation to manufacture an indicator of poisonous drugs has been incorporated by Brooklyn men. Its factory is at 177 North Fourth street, Brooklyn. The invention is a cork with a metal top roughly indented on the edge and bearing a death's head and crossbones surmounted by the word "Poison." The incorporators are John M. James, of 174 Fulton street; Victor H. Kopold, and Dr. Francis M. Burke.

A delegation of Jersey City liquor dealers called on Chief of Police Murphy recently and alleged that some pharmacists were violating the law in selling liquor at retail without prescription and doing an extensive trade. It was represented that an investigation had been made, and that three out of four druggists sold whiskey and gin by the vial. The chief issued an order that if any druggists were detected transgressing the law they should be arrested.

A compound of potassium permanganate, sodium sulphocarbonate and salol, which Clarence Bloxham, a clerk at Armstrong's pharmacy in Plainfield, N. J., was mixing for a prescription a few days ago, exploded, causing a report which was heard half a mile away. The explosion shattered the glass in the store and wrecked the prescription counter. Bloxham's face was badly injured, his eyesight was nearly destroyed, and he was a mass of cuts from broken glass.

The Eastern branch of the New York State Board of Pharmacy is reported to be displaying commendable activity in the vicinity of Greater New York. Professor George C. Dickman, of the New York College of Pharmacy, who is a member of the Board, was out on long Island recently in company with O. J. Griffin, assistant secretary of the New York College of Pharmacy, who is also employed as an inspector by the Board of Pharmacy. They visited some of the smaller towns and saw to it that the law regulating the display of certificates was properly observed.

A customer in an apothecary's shop up town, who was plainly a stranger in New York, saw an article he desired to purchase on a card on one of the show cases. The article was one of a dozen of the same kind on this card, none of which had yet been disposed of, and was fastened only with a rubber band. The customer, in a nonchalant way, took one of the packages from the card, and looked intently at the spot where it had been taken from. Printed in large type (after the manner of these cards) was the word, "Sold." Seemingly puzzled for a while, the stranger called the drug clerk's attention to the word and remarked in dead earnest:

"Say, there, young fellow, does that refer to me?"

H. B. Harding, of the Humphrey's Homeopathic Medicine Company, tells of an odd but pleasant experience in London. He was dining alone at the Holburn Viaduct Luncheon Club, thinking how good a familiar face would look, when there filed in, wholly by chance and one after the other, Brent Good, of the Carter Medicine Co.; John W. Cox, of the Antikamnia Chemical Co.; Senator Fulford, of Williams P. P. P. Co.; Isaac Emerson, of the Emerson Drug Co.; Mr. Johnson, of Fassett & Johnson; Mr. Gordon, of C. I. Hood & Co., and John Morgan Richards, London agent of several of the companies. Feelings of loneliness or homesickness had no place in his mind for the rest of that day, at any rate.

Edwin H. Burr resigned his position as general manager and secretary of Lazell, Dalley & Co., manufacturing perfumers, New York, and has accepted the American agency for Roure-Bertrand Fils, and will make his headquarters at 18 Cedar Street. Mr. Burr has been forced to give up his arduous labors with Lazell, Dalley & Co. on account of the great strain involved upon him by the care for the many details which fell upon his shoulders. Mr. Burr has been for ten years with this firm and has been very active in its affairs, particularly during the last few years. He takes with him into his new field of labors the hearty good wishes of his old associates in business and of a very large portion of the drug trade, among whom he is very widely and favorably known.

To supply the entire city with medical science and pure drugs at rates the people can pay is the announced object of the Provident Medical Co., headquarters the Transit Building, East Forty-second street, and branch "drug parlors," at No. 238 West Twenty-sixth street, No. 317 West Thirty-seventh street, No. 464 West Forty-third street and No. 402 West Fifty-fourth street. The parlors are open from 9 a. m. to 9 p. m., and are in charge of lady attendants. The company is incorporated with a capital of \$250,000. It has been in operation for about four months. The officers are Richard Wighman, president; Josiah Strong, vice-president; G. C. Smith, secretary; Alexander R. Nicol, treasurer, and G. A. Mortland, superintendent of agencies. Doctors' services are furnished to two persons at 10 cents a week, three or four persons, 15 cents a week and five or more, without limit, at 20 cents a week. The only additional charges are a contract fee of 25 cents and 20 cent prescriptions.

Probable Advance in Glass Prices.

Important conferences are now being held at Columbus, Ohio, between the glass manufacturers and labor organizations to determine the wage scale for blowers and other workers for the coming year.

As soon as an agreement has been arrived at it is probable that new prices will be placed on the manufactured goods, and from the present outlook figures are likely to be advanced anywhere from 10 to 25 per cent, on both lettered and plain ware, with the larger increase on the former.

WESTERN NEW YORK.

The Best Trade On Record—Annual Meeting of the Erie County Association—Officers Elected—Local Druggists Will Entertain N. A. R. D.

(From our Regular Correspondent.)

Buffalo, September 3.—Still the Pan-American visitor flows into the Buffalo drug store till he is sometimes fairly hemmed inside, but he somehow fails to complain and usually manages to come out best in the encounter. The figures show that the increase of traffic is often 100 per cent., and as the ordinary perplexities of the trade are not conspicuous this summer there is a smile on the face of the proprietor that has not been seen there in such proportions for a long time. "The best trade we ever had," ought to be good for dyspepsia of pocket as well as of body, and it is.

ERIE COUNTY OFFICERS.

The annual meeting of the Erie County Pharmaceutical Association, held August 28, resulted in the choice of J. A. Lockie, president; Herman Dedo, first vice-president; E. P. Zolowitzky, second vice-president; S. A. Grove, secretary; J. L. Perkins, treasurer, and E. J. Liebetrut, trustee. The annual reports all showed a satisfactory condition of affairs, and the report of the committee on minimum prices was so thoroughly agreeable to the wishes of the association that it was given a vote of thanks and directed to continue the present line of policy. The committee on N. A. R. D. was instructed to provide one evening's entertainment of the visitors at the October meeting. What this will be has not yet been settled upon.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

will resume regular fall business September 18, at which a general examination of candidates for license will be held. The second meeting of the month will be held on the 25th at Batavia, the home of E. M. Jewell, of the board, at which an examination will also be given. This meeting is mostly a matter of compliment to Mr. Jewell, as Batavia is less than 40 miles from Buffalo and does not need special attention. The board has quite a large amount of miscellaneous business to transact, but there seems to be a general feeling that the work done so far is in the right direction and calculated to win favors for the new law.

BUFFALO NOTES.

C. F. Shilling, druggist, of Decatur, Ill., and Mayor of the city, is spending a vacation in Buffalo attending the Exposition.

J. A. Lockie, president of the Erie County Pharmaceutical Association, is making a canvass for Supervisor of the Seventeenth Ward of Buffalo. If he runs as well as his picture looks on a card he is pretty sure of the office.

W. A. Dawson, the widely known pharmacist and contributor to the journals, of Hempstead, N. Y., has suffered a severe affliction in the death of his mother, who passed away at her home in New York City on August 29. Funeral services were held in New York on Saturday, and the interment was at her former home in Troy, N. Y., on September 1, where funeral services were also held.

The firm of F. N. Mason & Son, of Port Jervis, has just been incorporated, Mr. Fred Mason, the well-known Pike street druggist, taking as a partner in his immense business his son, Mariner H. Mason. Following his graduation here the young man entered the New York College of Pharmacy, and after a successful completion of the prescribed course in that institution was licensed a druggist by the State Board of Examiners.

Cards are out for the wedding of George Howard Macy and Miss Grace Florence Schneider, of Troy, N. Y. Miss Schneider will be pleasantly remembered by a large number of the members of the National Wholesale Druggists' Association as the daughter of Frederick Schneider, of the Schneider & Irving Drug Co., Troy. The marriage will be celebrated at the Fifth Avenue Baptist Church, Troy, N. Y. The young couple will be at home at 313 Union avenue, Cranford, N. J.

The old drug establishment at the corner of Genesee and Lafayette streets, Utica, for a number of years known as McMillan's drug store, has been secured by Daniel J. Sullivan and John G. Slauson, and will be run under the firm name of Sullivan & Slauson. The members of the new firm are well known and popular. Mr. Sullivan was for years employed by John H. Sheehan & Co., and later by W. A. Teachout, but re-

cently had charge of the prescription department of Frazier W. Hurlburt's drug store. He is a graduate of the New York College of Pharmacy. Mr. Slauson was for nine years employed by Howarth & Ballard as a prescription clerk. It is the intention of the new firm to remodel the store.

The authorities of the Buffalo College of Pharmacy are anxious to counteract the report that seems to have gone abroad to the effect that the cost of living for students in Buffalo will be higher than it was last year, on account of the Pan-American Exposition. To make sure that such is not the case a general canvass of the boarding houses that usually take students has been made, and it is found that all are willing to make former rates. The Exposition will be over in a few days after the opening of the college, and nobody will refuse a yearly lodger for the small earning that could be made late in October out of the Exposition. There will be no material changes in the management or faculty of the college the coming year.

SYRACUSE NOTES.

Edward S. Dawson, Jr., of the firm of Brown & Dawson, is spending a fortnight at Port Ontario.

George E. Thorpe, president of the Syracuse Drug Association, accompanied by his wife and family, have returned from a trip to Mexico, N. Y., where they spent a very enjoyable week among their many friends and relatives.

Hiram Wolfe, a druggist of Portland, Me., and Miss Ida M. Shimberg, of this city, were married at the Vanderbilt House August 20. Mr. and Mrs. Shimberg, after an extended tour through the West, will return to their home in Maine.

Harry M. Gates, prescription clerk for Barnes & Barnes, has left for Henderson Harbor, Lake Ontario, where he expects to remain about ten days, after which he will take an extended trip through the Fulton Chain in the Adirondacks.

Ex-State President Wm. Muench arrived on the Kaiser Wilhelm der Grosse on August 20, after a most enjoyable trip to Italy, Germany, Switzerland, Belgium and France. Mr. Muench was absent four months. Miss Fresa M. Haas managed the Muench pharmacy very successfully during his absence.

For the second time in four weeks the drug store of George W. Holloway, 807 North Salina street, was entered by burglars, between the hours of 12 and 1 o'clock, Sunday morning, and \$73.50 was taken from the cash register and safe. The front door was opened by a skeleton key. When Mr. Holloway left the store at midnight it was only to go across the street to a restaurant, where he had lunch. He was absent about fifty minutes, and when he returned he inserted his key in the door and found it would not open. He informed the police department and several officers were sent to the store.

The Wisconsin Association.

The Wisconsin Pharmaceutical Association opened its twenty-first annual meeting at La Crosse, Tuesday, August 13, and continued in session three days. Vice-President T. H. Spence presided in the absence of President J. H. Kamps. Mr. Spence read an interesting paper on the "Evolution of the Druggist," and was followed by A. C. Otto, with another interesting address. The annual report of President Kamps was read by W. H. Barr, of Milwaukee. It showed a successful year's work in the organizing of county associations.

At the second day's session the report of the Committee on Prize Papers was presented, E. G. Rauber and A. S. Mitchell submitting unusually interesting papers on adulterations in drugs and preparations.

Secretary Helmstreet presented the report of the Board of Pharmacy, showing six meetings held the past year, at which 307 took the examination, 23 licentiate, 67 assistant certificates being granted, 217 rejected.

Sixty-seven cases of poison in Wisconsin were reported the past year, resulting in 52 deaths, while 15 recovered. The list is headed with carbolic acid, 34 dead, 6 recovered; opium, 4 dead, 4 recovered; "Rough on Rats," Paris green, chloroform, wood alcohol and strychnine, 2 cases each; mercury, aconite, belladonna, B. B. poison, muriatic, sulphuric acid, 1 each. There has been no case of poisoning by error of a pharmacist in Wisconsin the past year. There are 1428 first grade and 385 assistant pharmacists in Wisconsin.

At the closing session on Thursday, officers were elected as follows: President, E. B. Helmstreet, Janesville; vice-presidents, W. H. Barr, Milwaukee, and J. M. Farnsworth, Beloit. The secretary and the treasurer, Henry Rollman, of Chilton, and W. P. Clarke, of Milton, were both re-elected.

Milwaukee was chosen for the next meeting place of the convention after a spirited contest with Waupaca.

MASSACHUSETTS.

Another Castoria Injunction—The Pharmacist-Governor of Benguet Resigns—Closing of a Good Soda Water Season.

(From our Regular Correspondent.)

Boston, September 4.—The United States Circuit Court has just issued a temporary injunction against the defendant in the case of the Centaur Company of New York, of which Charles J. Fletcher is president, vs. George M. Luce, of this city, doing business as the Turner Medicine Company, restraining him from manufacturing, selling or offering for sale or causing to be manufactured or sold any preparation of Castoria in wrappers, labels or bottles, the same, or substantially the same, as those used by the plaintiff on its packages, or from using any label or wrapper so closely resembling the plaintiff's as to be calculated to mislead and deceive the public and induce it to buy his preparation by mistake as the Castoria made by the plaintiff.

HE THRASHED HIS SECRETARY.

News recently reached this country of the resignation of H. Phelps Whitmarsh as civil governor of Benguet province, Luzon. It seems that this resignation was brought about by Mr. Whitmarsh having some trouble with his secretary. This difference was such that Mr. Whitmarsh thought the secretary deserved a thrashing, and he forthwith administered it with his fists. An investigating committee sent out from Manila differed with Mr. Whitmarsh's views of official etiquette, and hence the resignation. Mrs. Whitmarsh will leave Malden September 20 for the Philippine Islands to join her husband.

THE CONNECTICUT VALLEY ASSOCIATION.

The committee of the Connecticut Valley Druggists' Association which was appointed to favor the candidacy of Charles E. Bardwell, of Holyoke, for the Board of Pharmacy, to take the place of John H. Rice, of North Adams, October 1, will confer with the Governor soon. Mr. Bardwell is also supported by the M. S. P. A., and as there is no one else prominently mentioned for the place there seems to be little question of his appointment.

A GOOD SODA WATER SEASON.

The season about closing has been an excellent one for business from the soda water standpoint. The fountain has brought many nickels to the druggists' money drawer, and this state of affairs has proven alike gratifying to purveyors of fountains and drinks.

NEW ENGLAND ITEMS.

Bad money was recently passed in the store of Prof. E. H. La Pierre, Ph.G., at Cambridge. The coins were good imitations of the genuine. The culprits have been arrested.

A daughter of the late Monson L. Wetherell, for many years proprietor of the "Old Corner Pharmacy," of Gloucester, has just been sued for \$30,000 by the wife of her coachman for alienation of the latter's affections.

An attempt was made one night recently to break and enter the store of Frank H. Holtham, Broad street, Lynn. They endeavored to open a rear window, which set off an alarm and frightened the burglars away.

The impression which had gone abroad that Sheriff Pearson in his enforcement of the prohibitory law in Portland, Me., would not disturb druggists has proven erroneous, for on the afternoon of August 22 his deputies raided two large stores on Congress street and captured large quantities of liquor. The proprietors, Charles A. Simmons and Robert E. Alden, were arrested.

PHARMACOPOEIA REVISION COMMITTEE.

An arrangement has been made for the meeting of the revision committee of the U. S. Pharmacopoeia at the convention of the A. Ph. A. at St. Louis this month. The plan is not to call out any members of this committee who are not going to the convention, as that would oblige them to make the trip on their own account, but as it has been found that a great part of them will attend anyhow, a general notification has been sent out for them to prepare reports of their work to date. There will be meetings of the committee at the convention and the work ought to be pushed ahead very materially by the plan. Prof. Remington has been elected chairman to succeed Dr. Rice.

PENNSYLVANIA.

Business Brink—Bright Prospects at the College—Alcoholic Vapors Explode.*(From our Regular Correspondent.)*

Philadelphia, September 2.—The wholesale drug business continues to be good, and while there is generally a falling off in orders at this time of the year, there has been only a slight decrease. The retail druggists throughout the State report business to be good, and there are many improvements being made by some of the retailers in the interior towns.

BRIGHT PROSPECTS AT THE COLLEGE.

Preparations are now being made by the officers of the Philadelphia College of Pharmacy for the opening. While it is somewhat early to state what the class will be, it is believed that it will be fully as large as last year. There has been a large number of inquiries, which gives the impression that the college classes will be equal if not greater than those of 1900.

SPILLED FROM AN EXPRESS WAGON.

Mr. Genois, who was formerly the proprietor of a drug store at Twelfth and Chestnut streets, met with a peculiar accident a few days ago, when within a block of his home, 3141 N. Thirteenth street, returning from a prolonged sojourn at Atlantic City. He was spilled from an express wagon beneath a number of trunks and satchels, at Germantown avenue and Pennsylvania Railroad Bridge. Another victim of the spill, which was caused by the wagon being run into by a trolley car, about six o'clock last evening, was Genois' seven-year-old son, Reginald; also the driver of the express. Fortunately, when the overturned wagon was righted and the trunks thrown to one side, it was found that Mr. Genois, the boy and the driver had escaped with severe but not dangerous cuts and contusions, and they were taken to their respective homes. Mr. Genois claims that the wagon, which contained his luggage, which he accompanied to insure prompt delivery, was struck from behind by the car, the motorman on which, he alleges, failed to give warning in time to permit the driver to pull out of the track.

ALCOHOLIC VAPORS EXPLODE.

Warrington's drug store, at the southeast corner of Seventeenth and Mount Vernon streets, was considerably damaged by fire August 30. The inflammable agents were a clerk, a lighted candle, and a barrel of alcohol. All three were in the cellar, the clerk tapping the barrel, when the fumes of the alcohol and the candle flame got together, the result being an explosion that almost blew the clerk up the stairway which he had descended but a minute or two previous.

PHILADELPHIA NEWS NOTES.

E. R. Gatchel has gone with his family to Cape May to enjoy a brief respite from the hot weather.

J. H. Stermer has sold his store at Seventh and Oxford streets to B. K. Davis. Mr. Stermer is clerking in New Jersey.

Dr. A. T. Pollard is summering in the wilds of Maine, but is soon expected to return to Philadelphia to look after his two stores at Eleventh and Locust and Fifteenth and Locust streets.

E. J. Finnerty, who owned the store at Eighteenth and McKean streets, Philadelphia, and was very active in the affairs of the P. A. R. D., died of typhoid fever at his home on August 18.

John J. Bender, who for the past five years has been the manager of the Preston Pharmacy, at Broad and Ellsworth streets, will launch out for himself and open a store at Thirteenth and Federal streets. Mr. Bender is well and favorably known in that locality, and we predict success in his venture.

All who have the pleasure of knowing Harry B. French, the vice-president of the Smith, Kline & French Co., realize that the Municipal League did well in electing him president of that body, which is earnestly working for purer politics in this city.

Clarence Gibbony, who is the active head of the Law and Order Society of this city, though a young man, is an old druggist and a graduate of the Philadelphia College of Pharmacy. Latterly he studied law and became the legal adviser of the Law and Order Society, and has probably caused more arrests of a certain character than any man in this State.

OHIO.

Sad Death of the Widow of An Old-Time Wholesale Druggist—Once Wealthy, Dies of Starvation.*(From our Regular Correspondent.)*

Cincinnati, O., September 5, 1901.—For a great many years no wholesale drug firm in the country was better or more favorably known than Allen & Co., of Cincinnati. It enjoyed a reputation for honest dealing and did a most lucrative business for nearly a half century. Because of the fact that the time-honored firm was so well known the following will be of interest: "That there should be starvation in the midst of plenty is one of the unaccountable whims of Providence," said the "Times-Star" yesterday. "After enjoying the best that money and affluence could provide, and with the fame of several members of her family still ringing in her ears, Mrs. Abigail Markwood, widow of the late member of the wholesale drug firm of Allen & Co., who were in business for many years at Fifth and Main streets, died from starvation at her home, 1685 Blue Rock street, at the age of 74 years. Mrs. Markwood, with her brother, Frank Churchill, who during the war was one of the most noted singers of the country and a member of the old Pike Stock company, were to have been admitted to the City Infirmary Friday. The man was an old soldier and pioneer druggist and could have gained admittance to the Dayton Soldiers' Home, but refused to be parted from his sister. The old people were very poor and still imagined themselves surrounded by their former halo of glory, and refused to ask for aid until they were found by Overseer of the Poor Mode in a wretched condition. The aged man still retains in part his fine voice, which, it is claimed, was one of the sweetest heard in this country in the early 50's. Overseer Mode has taken up a subscription among local druggists and others to give the body of the aged woman a decent burial, and the brother will be provided for by the city authorities. It is one of the most pathetic cases that has been brought to the attention of the Cincinnati authorities in years."

HEARD HERE AND THERE.

Dr. D. E. Weatherhaed is spending his deserved vacation at White Sulphur Springs in Virginia.

Dr. John C. Otis will soon open a drug store at the northeast corner of Fourth and Vine streets.

Cora Dow, who conducts five prosperous drug stores in this city, is spending a two weeks' vacation in Michigan.

N. Ashley Lloyd, wholesale druggist and treasurer of the Cincinnati Baseball Club, has returned with his family from Virginia Beach.

John Keeshan, the veteran druggist, has removed his store from Sixth and Walnut streets to a smaller room about a half block away.

Michael Callahan, the well-known drug clerk, was seriously hurt the other night by being thrown from a Gilbert avenue car near his home on Walnut Hills.

Prof. C. T. P. Fennel is as busy as a bee making preparations for the opening of the Cincinnati College of Pharmacy. Much of the success of this institution is due to his untiring efforts.

Internal Revenue Collector Bettmann has been informed that no claim for refunder will be allowed where the goods have been removed from the place of manufacture. This refers to proprietary medicines.

Prof. John Uri Lloyd, of this city, recently held a conference with the Kentucky University professors. It is reported that he either was urged to accept a professorship in the university or he was securing data for a novel which will be a reply to James Lane Allen's now famous novel, "The Reign of Law," which was a caustic criticism of Kentucky University, the leading theological institution of the Church of the Disciples, or Christian Church.

State Insurance Commissioner Vorhis has informed the Retail Druggists' Insurance Association of Cincinnati, an assessment fire association, that it must reform its plan of operation, or cease doing business in the State. The company has been operating as a mutual fire concern on a cash premium and contingent liability plan, although not authorized to do so. The company is perfectly solvent, and the omission to follow the laws of the State is doubtless an inadvertence. The company is merely required to modify its plan.

ILLINOIS.

C. R. D. A. Adopts a Policy of Expansion—A Cutter Brings Suit Charging Conspiracy—No Reduction in Telephone Rate.—An Association Newspaper to be Established.

(From our Regular Correspondent.)

Chicago, Sept. 4.—The Chicago Retail Druggists' Association has adopted a policy of expansion. It was decided at the recent meeting to authorize the plan and all of Cook County will hereafter be included. Organizers will go to work at once in Oak Park and Austin. Another matter that was taken up was the sale of malt extracts from brewers to druggists' customers. In this way considerable loss has been suffered by druggists in several localities. The attitude of the "Best Tonic" people was commented on favorably. The new "auxiliary" organization is working nicely and good headway is being made.

SUIT BROUGHT BY A CUTTER.

W. N. Salisbury, a druggist at Ann Arbor, Mich., has begun suit against the Michigan Drug Company of Detroit, the Saginaw Drug Company and ten local retailers. Salisbury in his declaration says: "The defendants confederated and conspired together to prevent the sale of drugs, medicines, druggists' sundries and proprietary medicines at less than a scale of prices agreed upon, and the wholesalers agreed to refuse to sell stock to any wholesale or retail druggists who offered to sell at less than that scale." He asserts that as part of the "conspiracy" the defendants took part in organizing the National Wholesale Druggists' Association, the National Association of Retail Druggists and the Proprietary Association of America, for the purpose of preventing cut-rate druggists from getting supplies and to drive them out of business. He says the foregoing associations established a blacklist on which they put his name.

NO REDUCTION IN TELEPHONE RATES.

President Sabin, of the Chicago Telephone Company, says that telephone charges will not be reduced in spite of legal proceedings begun by the Illinois Manufacturers' Association. He said that Chicago was rapidly becoming one of the chief telephone centers of the country, and that in view of the service the company did not regard the charges as excessive. On August 1, he said, the local office had 33,147 'phones in working order, and new instruments are going in at the rate of 2000 a month. He says the rates will certainly not be reduced.

THE C. R. D. A. AUXILIARY.

A new paper, "The C. R. D. A. Auxiliary," is to be issued by the Chicago Retail Druggists' Association. The paper will be in charge of a publication committee, of which George A. Graves is chairman, the other members being Herman Fry, John I. Straw, Walter H. Gale and G. A. Weckler. The druggists who have the paper in charge say they will print nothing but news directly connected with the operation of the C. R. D. A., and that they will shun all matters connected with pharmaceutical preparations and other subjects that are now treated exhaustively in pharmaceutical journals. Every effort will be made to prevent a conflict with such interests. It has been found necessary to get out the paper owing to the difficulty of getting the druggists together at a meeting. Those who are most interested in the work often find it impossible to attend, owing to the absence of a clerk or for some other reason. The only method of reaching the members was through such meetings heretofore, and the result consequently was not entirely satisfactory. The first number will probably be out within a short time.

CHICAGO NOTES.

Wilhelm Bodemann, the veteran druggist, whose name has become familiar wherever druggists get together in this country, has recovered from an illness that was at one time so serious that he gave himself only two days more to live. Mr. Bodemann's apprehensions were shared by his friends and those attending him, for his condition was evidently critical in the extreme. He passed the danger point safely, however, began to rally, and is now completely recovered. Mr. Bodemann suffered with pleuro-pneumonia, the result, his physician says, of infection.

Another Chicago druggist, who is very well known, has been ailing recently. The gentleman in question is Thomas V. Wooten. Mr. Wooten is secretary of the National Association of Retail Druggists, secretary of the Chicago Retail Druggists' Association, and chief worker in almost everything connected with the retail drug business in Chicago and vicinity. If he

finds a few spare moments in the evening he looks after his own business interests in his store on West Madison street. His friends say he has been working night and day, often doing work for which others get the glory, and that he is apparently almost used up. For several days Mr. Wooten was not at his office, owing to his sickness, and the amount of work that accumulated during his absence is enough to stagger an ordinary man. Although not in proper condition to work, Mr. Wooten is again at his desk.

MISSOURI.

Everybody Working for the A. Ph. A. Convention—A Special Branch Post Office to Be Established—East St. Louis Druggists Will Entertain the Visitors—The Ladies' Committee Busy with Mysterious Plans.

(From our Regular Correspondent.)

St. Louis, September 5.—St. Louis local papers are full of World's Fair news, but the local pharmacists are by far too busy working for the A. Ph. A. convention to read about the exposition. Fully one hundred of the local fraternity are now directly interested in the work. The general committee, sub-committees and special committees hold regular and called meetings until it looks as if no one was left to fill prescriptions. Not only the retailers but wholesalers, manufacturers, physicians, scientific workers and all who are in any way connected with pharmacy are represented in the various committees.

AN A. PH. A. BRANCH POST OFFICE.

Among the developments of the last few days is the promise of Postmaster F. W. Baumhoff to establish a sub-station post office at the Southern Hotel during the convention. The office will transact all of the ordinary business of a sub-station, and thus enable the delegates to buy stamps, register letters, purchase money orders and consult the Postal Guide without leaving the hotel. By the way, the Custom House and Post Office is one of the most interesting public buildings to visit. It is but seven blocks distant from the Southern Hotel.

The Union Trust Building Observatory, located six blocks from the convention headquarters, gives a fine view of the city. The company has just agreed to honor a coupon for admission to the observatory.

DRUGGISTS FROM CHICAGO SUBURB WILL HELP.

The East St. Louis pharmacists are also active and propose to show the delegates some of the many interesting things in and around that city. The local secretary named Thomas Knoebel as chairman of the committee. This well-known pharmacist has selected as associates H. F. Bader, A. G. Schlueter, G. G. Heller, A. O. Kring, W. B. Harris, Robert Traubel, M. Sondag and C. F. Merker. This is a good working force.

THE LADIES HAVE SOMETHING UP THEIR SLEEVE.

There is but one thing which distracts the attention of the St. Louis druggists, and that is the action of the local ladies. Some weeks ago they held a meeting and called upon the local committee for a goodly supply of the sinews of war. Having received assurance of the desired financial support, they have since held their own council, or rather several councils, for they meet by day and meet by night. Their actions are quite mysterious, and inquisitive husbands are told to wait and see. The Twentieth Century Auction will be one of the "occasions," if we mistake not. One depot for merchandise has been established in North St. Louis at the residence of a prominent pharmacist and physician. Another is on Chateau avenue, where the car line turns a corner. Just what is contained in these boxes and bundles the men folks are not likely to ever know, for we are informed that the coupons for the auction admit only ladies. The gentlemen are expected to be solving the problems of ultra scientific pharmacy while the charming auctioneer is crying going, going, gone. In fact, the ladies have filled every convention hour with attractive entertainment for the visiting sisters.

The ladies' theatre party Thursday evening will be held at the Olympic Theatre, which is the finest in the city and located just across the street from the Southern Hotel.

The ladies have engaged all of the parlor street cars for their trolley ride, and are now bringing pressure to bear on the president of the Rapid Transit Company to give up his private car for the occasion. Whenever they do not see what they want they ask for it.

THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.

Henry Beck, who looks after Dodge & Olcott's interests in Chicago, was in the city recently, visiting friends.

C. A. Van Buren, Connecticut representative of Lehn & Fink, has returned from a trip to the Catskills.

H. Kauffholz, representative for Lehn & Fink, spent a week in this city recently, getting pointers for his next trip.

E. Goodrich King is one of the latest additions to Lehn & Fink's staff. He will attend to the Pennsylvania territory. Mr. King was formerly with Schieffelin & Co.

Boston.—H. W. Thomas was in town recently. He was looking well and apparently having an easy time booming the fancy goods and sundries of F. R. Arnold & Co., of New York.

This town got a glimpse of L. M. Sessions a few days ago. He was looking after the loose ends for Fraser & Co., of New York.

H. Heineman can stick when he wants an order. He was as persistent and winning as usual in his last trip, all of which increased the plaster trade of Fauer & Black, Chicago, Ill.

Rudolph Wirth looks after the trade here and makes many calls for E. Fougere & Co., of New York City. He forwards the firm many orders for their specialties.

K. Guiterman does not come to this city often, but the trade was glad to see him. He travels for A. H. Frankel, of New York.

Philadelphia.—Hance Brothers & White, of this city, have made a ten strike in securing the services of Dr. T. S. Askew to represent them in the South. Dr. Askew has been connected with the Emerson Drug Co. for a number of years and has always done good work for them. We have no doubt that he will be equally successful for his new and popular house, and bespeak a hearty welcome for him from our brother druggists in Virginia and the Carolinas.

It's a boy and will be known as Charlie Burk, Jr. It happened August 25, and looks handsome, like its dad. The price of Vin Mariani will in consequence have to be raised.

Chas. J. Biddle, of Thirty-fourth and Market streets, is another fortunate druggist who runs two homes. His summer residence is at Lavelette, N. J.

W. H. F. Vandegrift, of Bridesburg, is spending part of the summer at his cottage at Point Pleasant, N. J.

Phil. Donnell has returned from a delightful trip to Nova Scotia and gone to his summer home at Berwyn, Pa. Mr. Donnell is one of Smith, Kline & French Co.'s angels of commerce and a leading member of the Bowling League.

Charles M. Edwards' arm has recovered from writers' cramp, as the result of writing so many Pittsburg orders to his firm, Gilpin, Langdon & Co., of Baltimore, and he is now at his home in this city.

The cool weather is not the only pleasure we have enjoyed lately. Rudolph Wirth has been with us again, as Fougere & Co.'s order books will show.

Stallman & Fulton, of New York, have opened a Philadelphia office at 377 Bourse Building and placed A. B. Willson in charge.

C. B. Nichols, of the house of David Green & Son, of New York, has gone to Baltimore for a short business trip.

Mr. Saylor, of John Wyeth & Bro. of Philadelphia, has returned from a trip to New York.

Dr. J. J. Jones, of the Mellin's Food Co., has returned from a business trip along the Jersey coast.

Col. Jas. M. Whitaker has, with his family, adjourned for the summer to Beechwood Inn, at Jenkintown, Pa., but he continues to call on his trade regularly, and Smith, Kline & French Co. are richer in consequence.

The Abbey Effervescent Salt Co. have Chas. G. Hellbrun here doing detail work among the retail druggists.

F. B. Kilmer, of Johnson & Johnson, was here recently. He was accompanied by D. E. Bransome and was in consequence safe from being gold bricked.

Cincinnati.—Jake Blitz, one of the best known men in the employ of Johnson & Johnson, was here this week booking orders.

J. F. Christian and Frank Pike, two clever hustlers in the employ of Sharp & Dohme, called on the local jobbers this week.

A commercial tourist who recently paid a visit to the Queen City was J. P. Rossiter, who represents Powers & Weightman, of Philadelphia.

Col. Max Fuchs, who looks after the sale of sponges and chamols for the Stein-Vogeler Drug Company, is making a trip to the South.

Peter R. Lance, who is referred to all over the country as the double of United States Senator Chauncey Depew, of New York, has been in this city during the past week. A favorite joke of hotel clerks is to introduce Mr. Lance as the genial Senator. Mr. Lance travels for William R. Warner & Co., of Philadelphia.

A clever commercial tourist who recently visited the city was Dick Johnson, who sells Merck's chemicals in Ohio and surrounding country.

Al. Schwartz, one of the best known hustlers on the road, who travels in the interest of Parke, Davis & Co., was in town this week.

Local jobbers received a call this week from Mr. St. Clair, who represents the progressive firm of Johnson & Johnson, plaster makers.

G. C. Healy, who works Ohio for Johnson & Johnson, has been enjoying a vacation spent at the national Capital, Old Point Comfort, New York, Albany and Buffalo. Mrs. Healy accompanied him.

Chicago.—T. T. Brown, who has been representing F. R. Arnold for the last thirty years, is securing a big bunch of orders from the Chicago trade. His headquarters are at the Palmer House.

A. E. Remick, manager of the Chicago office of William R. Warner & Co., left his desk about August 1 to commune with nature and is back claiming to have been much benefited by the communion.

Lee Downing and J. A. Schall have been added to the traveling force of Johnson & Johnson. Mr. Downing visits the trade in Michigan and Mr. Schall travels through Nebraska. Mr. Schall was formerly with the Richardson Drug Company.

George W. St. Clair, who travels through the West in the interests of Johnson & Johnson, is back from a visit to the factory at New Brunswick. On the way home he stopped at Buffalo and saw the Pan-American Exposition; at least, the Midway part of it.

George A. Showers, who was with Morrisson, Plummer & Co. for years, is making a trip along the Pacific Coast. He has written back that "every puff is a pleasure" out there.

A. W. Smith, Western agent for the Goodyear Rubber Co., has gone to California on a trip.

There is a dearth of expense accounts at Searle & Hererth's at this writing, for almost all the knights of the road whose headquarters are at that factory are catching fish instead of orders. They are getting lots of material for stories, but say they don't intend to pay any attention to business until the vacation season is over.

John F. Matthes, Western manager for the Whitall-Tatum Co., who was seriously sick for a time, has entirely recovered and is once more doing business at the old stand.

W. Howard Ogborn, general drug broker and hustler from Cincinnati, was a caller at the Chicago office of the AMERICAN DRUGGIST this week. Mr. Ogborn is rated in Dun and Bradstreet's as a 33 degree good fellow. On the back of his business card he has the following:

"The man who fails is the man who quails
When he sees Dame Trouble appear.
And foolishly frets and weakly lets
Her lead him around by the ear.

The man who wins kicks Fate on the shins
Whenever she gets in his way—
Flings Woe from the track and never turns back
To hear what she has to say."

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, September 7, 1901.

THE fortnight under review closes the vacation season and business is rapidly resuming its normal conditions. The orders from out-of-town houses are coming to hand with increased frequency, and there have been during the fortnight a good many out-of-town jobbers in the city, whose want lists have furnished a welcome addition to the bulk of business transacted. Throughout the entire line of drugs, however, the demands have been almost exclusively of a jobbing character, and there have been but few important fluctuations during the past two weeks. Quinine has taken a very marked downward course, and the speculative element which had at one time some hopes of seeing high priced quinine again seem doomed to disappointment. Opium continues to be very dull, and the probabilities are that the market will decline before any advance occurs. In the changes reported below in detail, the general tendency has been toward the lower range of prices.

ADVANCED.

Alcohol, grain,
Menthol,
Sugar of milk,
Sarsaparilla, Mexican,
Anise seed,
Thymol.

DECLINED.

Bismuth salts,
Cinchonidine salts,
Chloral hydrate,
Cocaine muriate,
Ergot,
Quinine,
Rochelle salts,
Siedlitz mixture,
Spermaceti,
Pink root,
Valerian root,
Caraway seed.

DRUGS.

Balsams.—Copaliba is in fairly satisfactory jobbing demand at 36c to 38c for Central America and 48c to 50c for Para. Tolu is unchanged at 27c to 29c; Peru at \$1.35 to \$1.40 and Canada Fir at \$2.80 to \$2.85.

Buchu.—An active jobbing demand for short has sprung up but prices remain unchanged at 24c to 25c for yellowish and 25c to 28c for prime green.

Cacao butter sold down slightly at the last auction sale in Amsterdam, but the decline was so small as not to affect the views of local holders, who had really expected an advance. Spot quotations remain at 37c to 38c for bulk and 42c and 44c for cakes in 12-lb. boxes.

Cannabis Indica is stiffer abroad, and for the fine quality 55c to 60c is demanded.

Cascara sagrada is quiet on the spot, but advices from San Francisco are to the effect that the market on the Coast is very strong at 4½c.

Chamomile flowers are jobbing fairly at 21c to 25c for Roman, 23c to 25c for new German, and 15c to 17c for new Hungarian.

Coca is inquired for, but the stocks are very light and no transactions of consequence are reported.

Cocaine has declined, the reason assigned being active competition by manufacturers, and we now quote \$5.50 to \$5.75 for bulk, and the market may be termed "unsettled."

Cuttlefish bone is reported to be firmer in Trieste, the season's catch having been much below the average. So far, however, the local prices have not been affected, remaining unchanged at 21c to 22c for prime Trieste, 80c to 85 for jewelers' large and 40c to 42c for small ones.

Herbs.—The reimposition of duty upon sweet herbs has caused an advance of 3c per lb. all around, including thyme, sage, marjoram, etc.

Ichthyol has been reduced to \$3.50 in 25-lb. lots, \$3.60 in 10-lb. lots and \$3.75 in small quantities.

Menthol has advanced and is quite firm at \$4.75, spot stocks being reported as somewhat light.

Morphine continues steady at \$1.85 to \$1.95, but little interest is manifested in the drug.

Nux Vomica is reported to be very scarce in the primary markets and is firmly held at 2½c.

Opium has remained dull and depressed throughout the fortnight, the demand being of the smallest jobbing character, and while quotations have not been officially marked down, it is quite probable that the general quotation of \$3.15 to \$3.20 could be shaded on a firm offer.

Quinine.—The postponed auction sale of Java quinine held in Batavia just as we go to press resulted in somewhat of a surprise, the prices obtained being much better than had been anticipated, in view of the very marked reductions which have taken place during the past three weeks in European markets. That the holders were not thoroughly satisfied with the prices received, which were about 7 per cent. lower than at the last sale, was shown by the fact that about five-eighths of the quinine listed was withdrawn from sale. It is reported that the bids for America were all too low, and that none was purchased for American account. These reports had a tendency to strengthen the condition of Java quinine locally, which had shared in the general decline of the past two weeks. The present quotations may be put down as 28c for bulk and 27½c for German and 26½c for Java.

Saffron.—The usual unfavorable crop reports as to the yield of saffron are coming to hand, but so far they have not affected the local prices, which remain at \$6.75 to \$7, though it is claimed that the stocks could not be replenished for less than \$6.00.

Safrol is easier in tone and has declined to 38c to 40c.

Salol has been reduced to \$1.35 in bulk, \$1.40 for 25-lb. lots and \$1.45 for smaller quantities.

Senna is in fairly good demand, though all speculative interest is lacking. The ruling quotations are 10c to 12c for natural and 18c to 20c for garbeled and sifted Alexandria, and 5c to 14c for Tinnevely.

Spermaceti is quiet but steady at 25c to 26c for block and 26c and 26½c for cake.

Sugar of milk has been advanced to 13c to 14c in barrels and 14c to 15c in boxes for powdered.

Thymol has advanced to \$3.25 for prime quality, holders claiming that they are unable to replenish their stocks at current quotations.

Tonka beans are very quiet, but holders claim that local stocks are light and are firm at 80c to 85c for prime Angostura and 50c to 52½c Surinam, and 30c to 32½c for Para.

Vanilla Beans move fairly well into consumptive channels at unchanged prices of \$8.00 to \$13.50 for Mexican whole and \$7.50 for cut. The Tahiti and Vanillons attract little attention, but Bourbons are well sustained at \$4.75 to \$7.50 as to quality.

CHEMICALS.

Acetate of lime has declined to 95c to \$1.00 for brown, and \$1.30 to \$1.35 for gray.

Cream tartar is in fairly active jobbing demand at 20c, regardless of quantity.

Bismuth salts have declined in sympathy with the lower price obtained for the parent metal, and we now quote \$1.40 to \$1.45 for subnitrate and \$1.55 to \$1.60 for subgallate, and \$1.65 to \$1.70 for subcarbonate.

Bleaching powder is in scant supply and very firm at 2½c to 2¾c for English, 2c to 2¾c for German, and 1¾c to 2c for Belgian.

Brimstone is slightly easier in primary market, but quotations on the spot remain steady at \$22.25 to \$22.50 for seconds.

Nitrate of soda is slightly easier on the spot and offered at 1.91½c, ex-vessel.

ESSENTIAL OILS.

Pennyroyal is easier under the influence of new crop arrivals, and quotations have been lowered to \$1.20 to \$1.30.

Peppermint has advanced to \$1.45 to \$1.50 for Wayne County bulk, while H. G. H. is generally quoted at \$1.75 to \$1.80, though it is reported that \$1.70 might still be accepted. The inquiry from abroad is active, and producers feel confident of a marked advance.

Sassafras is irregular in price, the holders failing to agree as to the probable course of the market, though some have reduced quotations to 38c to 39c.

Wintergreen.—The artificial has been advanced to 55c and 60c., but the natural remains unchanged at our previous quotation of \$1.35 to \$1.40.

GUMS.

Camphor is still held at 57½c in bbls., and 58c in cases by domestic refiners. The market for crude is unsettled and higher prices are anticipated.

Chicle is steady at 34c to 35c for new and 36c to 37c for old, but no speculative transactions have come to light. Since the repeal of the stamp tax on chewing gum a number of small manufacturers have resumed operations, which has imparted a temporary briskness to the demand for the gum.

Gamboge is firmer, and has been advanced to 45c., though this price can probably be shaded in some quarters.

Gualac.—Holders have advanced their quotations to 18c., and are very firm at this figure.

Manna is in fair jobbing demand only at \$1.20 to \$1.25 for large flakes, and 57c to 60c for small flakes, and 40c to 42c for sorts.

Shellac.—There are continued reports of higher markets both in London and Calcutta, and much of the goods coming to hand is matted and blocked. As a consequence, free goods are very firm, and there has been a material advance in prices, which now range from 18c to 19c for T. N., to 32c for D. C.

Tragacanth has advanced in the primary markets, and in London this advance has been very material. On the spot prices are unchanged but very firm at 64c to 68c for firsts, and 45c to 60c for second grades.

ROOTS.

Golden Seal has declined to 55c and 57c locally, but country holders are reported to maintain their views very stiffly.

Licorice has declined to 13c for Russian peeled and cut, but there has been no change in the other lines.

Sarsaparilla, Mexican, is firmly held at 7¼c to 7½c, and crop supply is said to be very light.

Senega continues fairly firm at 30c and 40c for Western, and sales are reported at that figure.

Serpentaria.—The demand is very light, and while the local supply is not heavy, prices show some indication of weakness, as low as 42c having been quoted.

SEEDS.

Canary.—Smyrna has been marked up to 2¼c to 2½c, owing largely to scarcity of spot stock.

Celery is very firm, and under the influence of short crops in Central Europe prices show an upward tendency.

Exhibit of Sponges.

The Smith, Kline & French Co., of Philadelphia, have arranged to exhibit a line of their fine Mandruka sponges at the Broadway Central Hotel, in this city, from September 16 to 20, and from 9 a.m. to 9 p.m.. The exhibit will be in rooms 430, 431, 432 and 433 and will be under the personal charge of Mr. Hart.

Absorbed by the Welch Grape Juice Co.

The Welch Grape Juice Co. have bought out the second largest concern in the business—the Snow Grape Juice Co., of Penn Yan, N. Y. J. W. Badger, the sole owner and proprietor of the Snow Co., will take a responsible position with the Welch Co. All grapes used will be Chautauqua Concord, pressed in the enlarged and improved Westfield, N. Y., factory, and all Grape Juice will be sold as Welch's. In buying Grape Juice it is important to take quality and advertising into consideration. Welch's is preferred by connoisseurs.

HINTS TO BUYERS.

A solvent that is said to be rapidly taking the place of alcohol, which it is claimed to equal in every respect for all purposes except that of internal use, is Columbian Spirit, the sole manufacturers of which are the Manhattan Spirit Co., Buffalo, N. Y. When you write for prices state where you saw this notice.

Stallman & Fulton, of this city, have been made agents of the Casein Company of America for the exclusive sale of its sugar of milk in all countries but the United States and Canada. The house will continue to have the exclusive sale in the two last named countries for the product sold under the National brand.

An article that retails readily for a dollar, that yields a good profit, and that the druggist need have no difficulty in selling is the No. 1900 Champagne Tap, manufactured by the C. T. Williamson Wire Novelty Co. The tap is air tight and simple in construction. It is popular in the sick room, being easily cleaned and non-breakable. Send for prices, stating where you saw advertisement.

A sample order of any of the new drugs that Fries Bros., manufacturing chemists, of No. 92 Reade street, New York, number among their specialties will be sent postpaid upon receipt of the price. This house is a most progressive one and it will pay pharmacists generally to keep in touch with them and their methods. Write for particulars and be sure to mention this journal.

The Essex Cork Works, manufacturers of fine prescription corks, 42 Barbara Street, Newark, N. J., send us samples of their Eagle Brand Prescription Corks No. 4, in extra long X, XX and XXX qualities. The quality and workmanship of these corks impress us favorably, and the prices quoted are reasonable. Readers of THE AMERICAN DRUGGIST can obtain assorted samples of these prescription corks on request to the address given.

Do you care to please your lady customers and at the same time swell your bank account? The Chattanooga Medicine Co., of Chattanooga, Tenn., says you can do both by selling Wine of Cardui, and its cash figures, quoted in the advertisement, are worthy of perusal. Send for the house's assortment of attractive advertising matter, mentioning the AMERICAN DRUGGIST at the same time.

Considering the fact that the indestructible steel wire chairs, table and soda fountain stools manufactured by the Chicago Wire Chair Co., of No. 180 Illinois street, Chicago, last a whole lifetime without repairs, the small first cost is surprising. It will pay you to write for prices, mentioning this journal, for there is no doubt that they help to make your place attractive and draw trade.

If your goods live up to the reputation of the Traho window strips and you change the strips occasionally, there is very little doubt that they will prove great trade inducers. R. H. Lackey, Station Q, Philadelphia, sells them at the rate of \$1.00 a hundred, and in the list of original, bright persuaders comes everything there should be in a drug store. Mention the AMERICAN DRUGGIST.

There are druggists who do not keep Meredith's Diamond Club and other brands of whiskeys on their shelves, but that must be either because they are just starting in or do not know their value. These whiskeys are sold by all the wholesale drug houses, and their purity and medicinal virtues are well known. Send for catalogue, mentioning this paper, to G. W. Meredith & Co., East Liverpool, O.

The only American champagne that received a gold medal at the Paris Exposition was the Great Western, the sole makers of which are the Pleasant Valley Wine Co., Rhelms, N. Y. This champagne is sold by all reputable wine dealers, and its purity, flavor and bouquet, as well as its price, should convince druggists that it ought to find a place on their shelves. Mention this paper when you write.

The season has not yet passed in which Hood's medicated soap for the bath and Hood's tooth powder to cleanse and sweeten the mouth prove cooling and refreshing. Pharmacists may be sure of a good profit on these articles and especially on the mammoth size of the tooth powder. If you want samples or booklets with your card thereon free, write to the C. I. Hood Co., Lowell, Mass. Tell where you saw this notice.

Only those who have had experience with poor corks in their dispensing work know the satisfaction to be found in always using corks of high grade. It relieves the pharmacist of all fear of dissatisfied customers or unnecessary com-

plaints. The machine cut corks made by Justus Brauer & Son, of No. 248 North Front street, Philadelphia, invariably give satisfaction. The house was established in 1865. Mention this paper when writing.

There are some wine dealers the purity of whose product is such that they appeal to and secure the trade of the druggist once these facts become known. Included among these are the Duroy & Haines Co., of Sandusky, Ohio. The Duroy wines are held to be ripe and old when shipped, they have a characteristic flavor and bouquet unlike any other and will not precipitate. Write for samples, which will be sent free. Mention this paper.

Victor Koechl & Co., of New York, are the sole agents for Sidal, which is claimed to be chemically and scientifically the most reliable remedy for acute attacks of gout, as well as all other troubles resulting from a uric acid diathesis. Odorless bases for ointments that meet with favor are Lanolin and Adeps Lanae, while the Lanolin toilet specialties are recommended as attractive and salable goods. Mention this paper.

"Omega" Infringers.

The following circular has been sent out to the wholesale trade by the Omega Chemical Co., of New York:
To the Jobbing Trade:

Judge Blanchard, of the Supreme Court, has granted a permanent injunction against the Alpha Soap Co., of New York, restraining it from in any manner using the words "Omega Oil" or the word "Omega" as a designation of any soap or other product manufactured, sold or dealt in by that concern.

The local jobbing trade rendered us valuable co-operation in maintaining our rights, and for this assistance we are deeply obliged.

We take it that our action in strictly confining our sales to the bona-fide jobbers of the country is appreciated by them.

Omega Oil is growing into a pretty big proposition. Imitators and counterfeiters are increasing.

A few days ago we landed a Philadelphia man in jail for putting up and selling what he called "Onega Oil." You will notice that he changed only one letter in our trade name. His "oil" was kerosene colored green.

W. J. Bush & Co.'s Essential Oils.

In issuing their September Price List, which contains a full list and prices and particulars of the essences, essential oils, etc., W. J. Bush & Co., Incorporated, New York, call attention to the fact that they have recently completed the installation of a fully equipped plant at their new factory at Linden, N. J., for the manufacture of their well-known specialties, where they will have at their command the accumulated experience gained during the last fifty years in their European factories at London and Mitcham, England; Messina, Sicily, and Grasse, France. This important development of their business gives the firm many manufacturing advantages, enabling them to revise the prices of most of their products, and they request that patrons will keep their list on file, writing for samples and special quotations for any items that may be required.

A New Department.

Lehn & Fink, of New York, the wholesale druggists and manufacturing chemists, have recently inaugurated a sundries department. The plans for its operation are conceived and executed in accordance with their established standard. Particular attention is being given to high-grade goods. Among the specialties that are at present attracting an uncommonly wide circle of popular attention, one of the most interesting and useful is "The Holdfast," a rubber shower-bath spray that stays on. It is adjustable to any style of faucet and so constructed that the pressure of the water only tightens its grip. Write them for illustrated descriptive circular, mentioning the AMERICAN DRUGGIST.

California Fig Syrup Co. Enlarge Their Plant.

R. E. Queen, general manager of the California Fig Syrup Co., has returned to this country after a year spent in Europe extending the business of the company abroad.

Since his arrival he has placed contracts for the erection of new buildings in connection with the company's Louisville manufactory which will enable them to promptly supply the immense and constantly increasing demand for Syrup of Figs. The capacity of the plant will be doubled, and they will be

enabled to turn out an average of 300 gross every day in the year.

In fact, with the additions made to the present buildings, which are to be completed before the end of the year, the company claim it will have one of the largest, if not the largest establishment in the world devoted to the manufacture of a single remedy.

Soda Water and the Liquid Carbonic Acid Mfg. Co.

In the AMERICAN DRUGGIST for August 12 we published a picture of "The Liquid's" new plant at Central avenue and Second street, Cincinnati, O., and the error was made in the

article of referring to this building as the main office of the Liquid Carbonic Acid Mfg. Co. We are pleased this month to show the main offices and salesrooms of this house at Franklin and Illinois streets, Chicago.

The present season has shown a most wonderful increase in the number of soda fountains throughout the country. Soda water business without doubt has come to stay, and great advances are



being made in the methods of serving from time to time. This is but natural when we stop to think of the correspondingly large amount of liquids required to maintain the proper poise of the human body. People are bound to drink and they will patronize those places which cater to their needs in the most acceptable manner. There is no more refreshing thing on a hot day than a glass of properly drawn soda water, provided the best materials are used in its make-up.

When the Liquid Carbonic Acid Mfg. Co. placed their line of "Liquid Fruits" at the disposal of the dispenser they did much to increase the demand for this most delectable beverage. It is asserted of "Liquid Fruits" that they are the purest and best syrups offered to the soda water dispenser. They are made in sixteen varieties and put up in the most acceptable shape at prices which defy competition.

The advertising of the Liquid Carbonic Acid Mfg. Co. is designed to acquaint the dispenser with the different products of this company and to show him wherein he will be benefited by the adoption of the entire line of goods offered by "The Liquid" Company.

This house also market a line of unequalled concentrated fountain syrups, concentrated phosphate syrups, ready made fruit syrups, and fine crushed fruits for the fountain trade.

Hot weather is liable to continue for some weeks, and it behooves the provident dispenser to keep his fountain supplied with syrups and fruits at this season of the year. It is a serious mistake to allow your fountain to fizzle out about the first of October. Much profitable business can be done throughout the United States after that date, provided sufficient attention is paid to the soda fountain.

Reference to the full page advertisement of "The Liquid" Company in this issue will serve as a reminder. Write, wire or 'phone your order to the nearest branch for sudden service.

We are informed by "The Liquid" people that they are now building some of the handsomest onyx fountains ever put upon the market, and we hope to have reproductions of the same to show to our readers in these pages in the near future.

Great Train Under New Name.

When the Southern Railway announces its winter schedule, its widely known and popular Florida train service between New York and St. Augustine, its famous New York and Florida Limited, will have a new name. It will be called the Southern Palm Limited, and in spite of the elegance, luxury and comfort afforded heretofore it will be demonstrated that the limit was not reached. The Pullman Company is building entirely new equipment for the train, the perfection of which in completeness of appointment and beauty, it is promised, will surpass anything that has ever been attempted in passenger car construction.

PARKE, DAVIS & CO.'S EXTENSIVE LABORATORIES AT DETROIT.

All things journey, . . . we go with them.—George Elliot.

In the great establishment, illustrated in the accompanying half-tone cut, things are constantly "on the move." The buildings that give shelter to the industry are also expanding and multiplying, and at such a rapid rate that it has become necessary even to "make ground" to hold them.

The plant occupies four city blocks and fronts directly upon the Detroit River. The ornamental structure in the center of the main block is the general office building of the company. It contains the order and shipping department, on the first floor; the offices of the general manager, the treasurer, the department of traveling service, the financial department, the purchasing department and the reception room on the second floor; the correspondence and literary departments are on the third floor, and the publication and advertising departments on the fourth.

Stretching away from either side of the office building, and extending entirely around the four sides of the block, are the main laboratory buildings. These are occupied at present by the biological and analytical departments, which will soon be transferred to their new quarters in the handsome fire proof building shown in the foreground of the picture; the tablet and pill departments; the general pharmaceutical and bulk stock departments; the drug and chemical department; the employees' library and reading room; the finishing depart-

feature in manufacturing pharmacy, but is thoroughly characteristic of the progressive house of Parke, Davis & Co.

A photograph of the plant may be seen at the New York office of the company, 90 Maiden lane, where visitors are always accorded a hearty welcome.

Patent Medicine Dance Abandoned.

The "patent medicine" fancy dress ball that was to have been given by Mrs. Oliver H. P. Belmont at Newport, R. I., and which received editorial mention in a recent issue, has been abandoned. When the society leaders found their mail filled with offers varying from a costume embroidered with roots from which a famous vegetable compound is extracted, and a wig hung with sugar-coated pellets to a lump sum in cold cash, if they would only consent to represent "our standard remedy," the awful significance of the commercial side of the situation dawned upon all concerned.

They Don't Buy Postage Stamps.

It is said that Mrs. Julia D. Grant and Mrs. Lucretia A. Garfield are the only ladies in the United States who have the franking privilege. A franked letter goes through the mails without postage, bearing their signature, either stamped or written upon the envelopes. All mail matter sent



THE EXTENSIVE LABORATORIES OF PARKE, DAVIS & CO., AT DETROIT.

ment; the box manufactory and departments for the manufacture of granular effervescent salts, effervescent tablets, hypodermatic tablets, etc.

In the rear of the main laboratories is the immense new annex, erected only about two years ago and over 500 feet long. It is occupied by the fluid extract department, with its great crude drug lofts, milling room, percolating room and still room, through which hundreds of tons of roots, barks and leaves and many carloads of alcohol make their way every year, emerging as standardized fluid, solid and powdered extracts. The eastern half of the annex is devoted to the work of the mechanical department, which embraces a large and complete machine shop, a carpenter shop, an electric shop, and shops for tinsmiths, pattern makers and supplies. Adjoining the mechanical department is the chemical manufacturing department, which is rapidly outgrowing its present quarters and will ere long require a large building of its own. The digestive ferment department, the printing and binding departments, complete the list of occupants of the annex.

To the east of the annex are the vast twin stables of the biological department, where more than 5000 animals of all kinds are hygienically housed and fed. These animals, which range in size from mice to horses, are utilized in the testing of drugs and the preparation of serums, or antitoxins, and vaccines.

The picture includes a prospective building, three stories high, which will be erected on a lot east of the main laboratories and south of the stables, the plans for which have already been drawn. On newly made ground directly upon the river front, and in the immediate foreground of the picture, is the science laboratory, now in course of erection, which is of modern fire proof construction throughout. This building will be devoted exclusively to scientific research in the fields of inorganic and organic chemistry, biology and bacteriology, physiology and pharmacology. This is a unique

by Mrs. Garfield and Mrs. Grant under their respective written autograph signatures, and all mail matter sent to these two women, will be carried free during their lives. No signature or marks are necessary to the free carriage of mail matter to either of these women, the address being sufficient. Mrs. Garfield has enjoyed the privilege since 1881, and Mrs. Grant since 1886.

Antikamnia and Heroin Tablets.

Druggists will no doubt have a brisk demand for this, the Antikamnia Chemical Company's new preparation. These tablets are marketed in ounce packages only, uniform in style and price with their other preparations, and each tablet bears a copyright monogram "Hak." Jobbers everywhere are stocked ready to supply any demand and we would advise wide-awake, up-to-date druggists to include an ounce in their next order, so as to be in a position to fill the first calls for this remedy, and please not only their customers but their doctor friends as well. See the Antikamnia Chemical Company's new advertisement in this issue.

An American Woman Opens a Pharmacy in Paris.

A cable dispatch to the New York "World" states that Imogen Wallack, an American woman, who had studied in Paris for a year and passed the examination for a pharmacist, has just opened a big drug store, which is widely advertised as the only pharmacy in the world managed by a woman. [This is, of course, not according to the facts, there being a number of pharmacies in the United States under the management of women.] The establishment is sumptuously installed in modern style with gay furnishings. Six male assistants are kept busy, Miss Wallack having met with instantaneous success.

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THE NATIONAL SORROW.

THE nation has been shocked by the news of the dastardly assassination of our revered President and we feel impelled to add our voice to swell the chorus of national lamentation over his untimely taking off. Nothing could have more forcibly marked alike the esteem in which President McKinley was held and the horror and detestation of the act of the assassin than the universal expression of sorrow which has found voice among all the peoples of the world. If his virtues evoked such marked respect in them, what must they not have aroused in us, among whom and with whom and for whom he labored, with firmness of purpose and singleness of heart? He has earned his reward. We can only give our earnest prayers for the Divine comfort for her who was closest to him of all.

THE N. A. R. D. OUTLOOK.

THE annual meeting of the National Association of Retail Druggists, which will be held at Buffalo on October 10, 11 and 12, is being looked forward to with the keenest interest from all parts of the United States. The past year has furnished an actual test of the efficiency of the plans of the organization, and at the approaching meeting the delegates will practically sit in judgment upon the results obtained during the year. These results have been more uniformly successful in the West than in the East, and it is quite probable that the delegates from the Eastern section of the United States will propose modifications of the tripartite plan based upon the experience of the past six months.

The Worcester plan will also be brought forward by the delegates from Massachusetts, who are enthusiastically in favor of its adoption by the N. A. R. D. It does not seem probable, however, at this writing that the majority of delegates will be inclined to abandon any of the ground which has been gained so far working under the tripartite plan, and the friends of the Worcester plan will probably have to content themselves with a hearty indorsement, which will not, however, necessitate the dropping of, or very material modification of, the tripartite plan.

The local conditions in New York City are not such as to provoke unalloyed enthusiasm, for the organized cutters have been able to secure better prices for their goods without being called upon to pay any higher prices, save in a comparatively few lines. In an extended interview with President Anderson, of the N. A. R. D., which was

printed in our last issue, that official placed the blame for the inefficiency of the working of the tripartite plan in this city upon the jobber and the manufacturer, acquitting the retailer of any fault in the matter, although it is freely charged that the largest number of violations of the tripartite agreement occur among retailers, and not among the other branches interested.

The temper of the retail trade all over the country is such as to warrant us in expecting that the meeting at Buffalo will be the most memorable in the history of this organization, and probably the most important in the history of the retail trade of the United States. That the interest in the organization is spreading is amply demonstrated by the large number of local organizations which have recently sprung into existence under the inspiration of the N. A. R. D. organizers, and we confidently look forward to the Buffalo meeting as one which will be productive of great good to the commercial interest of pharmacy.

THE FOLLY OF ECONOMY IN DRUG CLERKS' SALARIES.

IN our last issue we commented editorially upon the very suggestive lesson taught by Professor Beal's article on the relationship of the pharmacist and the law. Professor Beal forcibly points out the folly of evading the pharmaceutical laws from the druggist's own egotistic point of view.

In connection with this subject we cannot refrain from saying a few words regarding the utter foolishness of economizing on the salaries of the clerks, particularly the prescription clerks. Not only is it a bad commercial policy for a druggist who wishes to retain that precious gift, the confidence of the public, to keep, contrary to law, unregistered striplings at work in the prescription department, but it is a most unwise plan to stint the clerk, be he dispenser or salesman, the just hire whereof he is worthy.

When we say this we are perfectly well aware of the fact that under the present conditions of pharmacy in this country the great majority of the pharmacists can scarcely afford to pay their assistants any but the most modest salaries, and that many even must needs get along somehow without a licensed assistant. It is not these men whom we now have in view, for they cannot be fairly classed as offenders in the sense of false economy. It is the proprietors of the large and prosperous pharmacies situated in the central portions of our great cities that are too often thus guilty.

In these stores, which are, as a rule, appointed with finished elegance, and in which clerks above all are required to "make a good personal appearance," no matter what their professional qualifications may be, the employees are very frequently miserably underpaid—from the sleek and suave manager, who seems out of his element when not in evening dress, to the negro porter who, clad in immaculate white, polishes the metal and scrubs the floor.

The natural consequences of such a policy are, of course, poor service and a frequently changing, dissatisfied *personnel*. The prescription staff of such stores often consists of just such striplings as those of whom Professor Beal speaks, and as they are hidden from public gaze both actually and figuratively,—actually by the entirely separate location of the prescription department, and figuratively by the prominence of the firm for which they work,—no one is the wiser, and the proprietor pockets the economies that he makes on their salaries, leaving the trustful public to imagine that he employs the most learned experts to compound their prescriptions. The greater liability to errors in prescriptions under such conditions is apparent, especially when a vast number of prescriptions is daily dispensed. No system of checking, in our opinion, can counterbalance the lack of knowledge and experience which forms the other side of the equation.

The fact that the salesmen behind the drug, sundries, and patent medicines counters of such stores are often young men of good manners and of neat appearance, but without any pharmaceutical training whatever, is so well known as to need no comment. This in itself, so far as things other than drugs are concerned, is not of importance, for a large establishment of this kind cannot be expected to employ only pharmacists. Yet, a wise proprietor should insist that his salesmen be experienced in handling their own particular line of goods, and should pay them salaries that are commensurate with this experience.

The public is quick to note the quality of the service, and in these days of keen competition, which affects even the large stores in question, the popular favor is always on the side of the establishment which enjoys the fullest possible confidence on the part of the customers.

Lastly, there is, of course, the humanitarian side of the question,—that which the clerks themselves would wish were dominant in the proprietor's mind. Of course, such an idealistic viewpoint cannot be expected of the average business man in this age of egotism. The laborer is truly worthy of his hire, and if any laborer is, it is he who stands day after day at his post behind the prescription counter, handling that which may work weal or woe to humanity.

OUR REPORT OF THE A. PH. A. MEETING.

IN this issue we publish a complete report of the Proceedings of the American Pharmaceutical Association at the forty-ninth annual meeting held at St. Louis during the past week. While all the circumstances were not, perhaps, conducive to a gathering of the most enthusiastic sort, still the meeting proved a most enjoyable one for all who participated, and the papers and discussions were of a very practical and helpful nature. We hope to be able to print the bulk of the papers, either in their entirety or in abstract, in subsequent issues. The business transacted by the several sections of the association is very fully described in our detailed report of the various sittings.

DISPENSING NOTES ON PRACTICAL PHARMACY.

BY JOHN H. HAYDON, JR.,
New Haven, Conn.

THE PRESCRIPTION.

IN dispensing, if it is not possible to have each ingredient checked as it is weighed or measured, for the sake of safety the weighing of the more powerful drugs should be done by one man and verified by another. It is always possible if two are in attendance to call back a prescription from memory. This is a safeguard, as the memorizing of a prescription requires close attention to its component parts.

If a checking system is used, a check label should be put on the finished prescription, showing who compounded it and who verified it and the date. This will show the customer what is being done to dispense all prescriptions accurately.

DISPENSING OILS IN CAPSULES.

In dispensing prescriptions calling for mixtures containing creosote, guaiacol, balsam copaiba or the oils in capsules, it is not necessary to make a mass. Use sufficient powdered licorice to absorb the oily mixture and make it fairly dry; ascertain the total weight and determine what each capsule must weigh; then place the capsule on a pill tile and fill the capsules by forcing the mass into them as though it were a dry powder.

MIXTURES OF SCALE SALTS OF IRON.

There are two rules that govern mixtures containing scale salts of iron: First, alkaloids into iron. In making combinations of the alkaloids or their salts and the scale salts of iron, select an ingredient in which each is soluble and dissolve them separately, diluting as much as possible, and pour the alkaloidal solution into the iron. If necessary use a small amount of water to dissolve the iron.

Second, tinctures into iron. To make a fair shake mixture of a prescription calling for the scale salts of iron and tinctures, dissolve the iron in a small amount of water, diluting with any ingredient that is compatible with it, and pour the tinctures into this in divided portions.

A mixture is sometimes prescribed of the scale salts of iron and syrup of hypophosphites. To make a fair shake mixture of this, dissolve the iron in a small amount of water and pour it gradually into the syrup of hypophosphites.

A RULE GOVERNING SIZE OF SMALL PILLS.

A rule should be established for the prescription department to govern the size of very small pills. With such a rule in operation different clerks would turn out uniform work. A half grain is best, and if the ingredients of a prescription will not make this size pill, add sufficient powdered licorice or starch according to the color.

A WRINKLE IN THE DISPENSING OF EMULSIONS.

When prescriptions call for an oil to be emulsified and afterward diluted with other ingredients, the regular amount of gum arabic must be increased accordingly. The proportion of one drachm of fine powdered gum arabic to four fluid drachms of oil and sufficient water to make one fluid ounce has always proved satisfactory, but for each additional fluid ounce of ingredients in the prescription add one drachm more of gum arabic. The resulting mixture ought to hold together if properly made. The thing to be avoided in making any emulsion is using the oily graduate to measure the other ingredients. A clean one should always be taken.

Manufacturing.

INCORPORATING CHLOROFORM WITH SYRUP.

In making compound syrup of white pine, N. F., some difficulty is often experienced in mixing the chloroform with the syrup; it sometimes separates even after prolonged shaking. This can be overcome by mixing the chloroform with the dry sugar and agitating it well, then when the percolate is added and the sugar dissolved by shaking, the resulting syrup will also contain the chloroform.

In making this syrup and similar preparations in which the menstruum is largely aqueous, it is often advantageous after the right amount of percolate has been obtained, to pass water through the drugs and collect enough to make the menstruum for the next lot. Mix this with the proper proportion of alcohol and preserve until the preparation is made again. By this method the drugs are completely exhausted.

AN OLD IDEA REVIVED.

If syrup of tolu is desired of a yellow color, substitute magnesium carbonate for precipitated calcium phosphate in the official formula, but use only half the weight. The magnesium carbonate dissolves a coloring principle, which may not have any medicinal virtue, but gives more color to the finished syrup.

In percolating gummy or resinous tinctures, the use of a little clean, washed excelsior will prevent the closing of the outlet of the percolator. First put in a filter paper, followed by a small amount of excelsior, and cover this with absorbent cotton, previously moistened with the menstruum, and then pack in the drugs.

IMPROVED FORMULA FOR AROMATIC SPIRIT OF AMMONIA.¹

BY JOSEPH W. ENGLAND,
Philadelphia.

Few of the official preparations are so generally used with such satisfactory results as the official aromatic spirit of ammonia. It is not simply a solution of the official ammonium carbonate in alcohol and water flavored with volatile oils, but a solution of normal ammonium carbonate. As is well known, the official ammonium carbonate is a mixture of ammonium carbamate and NH_4NH_2 and CO_2 and ammonium acid-carbonate NH_4HCO_3 . On solution in water the carbamate unites with water to form normal ammonium carbonate, $\text{NH}_4\text{}_2\text{CO}_3$, while the acid carbonate remains unchanged. The use of ammonia water in making aromatic spirit of ammonia changes the acid salt into the normal salt. Hence the official spirit is a solution of the normal carbonate alone. The main value of this lies in the fact that the normal salt is more efficacious therapeutically than the acid carbonate, of which latter the official carbonate contains about one-half.

It has been proposed (Proceedings A. Ph. A., 1900, p. 266. By Wm. C. Alpers) to use stronger water of ammonia in place of ammonium carbonate in making official aromatic spirits of ammonia, on the grounds that it is difficult to obtain a carbonate that answers all the requirements of the U. S. Pharmacopœia. But in my experience this objection is not well founded. It is possible to obtain translucent ammonium carbonate, and it is possible to keep it so by wetting it from time to time with small quantities of ammonia water or keeping it in an atmosphere of ammonia gas so that the carbonic acid gas of the air does not change the normal salt into acid car-

¹ Read at the St. Louis meeting of American Pharmaceutical Association

bonate. The use of translucent ammonium carbonate in the making of this spirit is very important because the more translucent it is the more normal salt it is apt to contain, and the more normal salt present the higher the therapeutical value of the product, for it is a well-known clinical fact that the hard translucent crystals of ammonium carbonate are superior as a diffusible stimulant to the human economy to the acid carbonate or ammonia water. In fact some of the older physicians in prescribing solutions of ammonium carbonate always specify "hard lumps" because clinical experience has taught them that this form of salt yields the best result. Apart from its weakness as a diffusible stimulant ammonia water is quite caustic to mucous surfaces.

The following formula was devised some years ago while on duty at the Philadelphia Hospital. It has several advantages over the official formula:

Ammonium carbonate (in translucent pieces).....	Grs. 500
Ammonia water, 2 ozs.....	Fl. drs. 7
Oil of lemon.....	Fl. drs. 2½
Oil of lavender flowers.....	Min. 15
Oil of nutmeg.....	Min. 15
Oil of peppermint.....	Min. 45
Alcohol.....	Pints 1½
Water, q. s.....	Pints 2

To the ammonia water contained in a flask add 4½ fluid ounces of distilled water and afterward the ammonium carbonate reduced to a moderately fine powder. Close the flask and agitate the contents until the carbonate is dissolved. Introduce the alcohol into a graduated bottle of suitable capacity, add the oils, then gradually add the solution of ammonium carbonate and afterward enough distilled water to make the product measure 2 pints. Set the liquid aside during 24 hours in a cool place, occasionally agitating; then filter it in a well covered funnel. Keep the product in glass stoppered bottles in a cool place.

While the official aromatic spirit of ammonia has a grateful odor, its "soapy" taste on dilution with water is unpleasant to many. This can be practically overcome by the association with it of oil of peppermint, the preparation being very acceptable to the stomach. In fact, such a syrup can be used with advantage to replace the well-known "soda mint" (which decomposes and loses strength in time) by dissolving 5 or 10 grains of sodium bicarbonate in a tablespoonful of water. Try adding about 10 minims of the spirit. Further, the addition of the spirit to an effervescing draught of a "seidlitz powder" makes the latter very grateful to the sick stomach.

Aromatic spirit of ammonia is a neutralizant, stimulant and antispasmodic; with the addition of oil of peppermint it becomes also an antiseptic. It is of use in sick headache entirely due to flatulence, also in hysteria. Oil of peppermint, or its menthol, is a local stimulant and anæsthetic, having a direct, paralyzing influence upon the peripheral nerve fibers; and, being bacteriocide, is of a special value in fermentative conditions of the alimentary canal, and as a sedative to the gastro-intestinal mucous membranes in nervous vomiting and nervous diarrhoea.

Cochineal in Whooping Cough. Hesse (*Therapie d. Gegenw.*, 1901, V.; *Klin.-ther. Wochenschr.*, 1901, page 639) used cochineal in 15 cases of whooping cough with good effects. He gave:

B Cocclonellæ pulv.....	1.0-2.0
Potassii carbon.....	2.0-3.0
Aq. destill.....	100.0
Sacchari alb.....	10.0

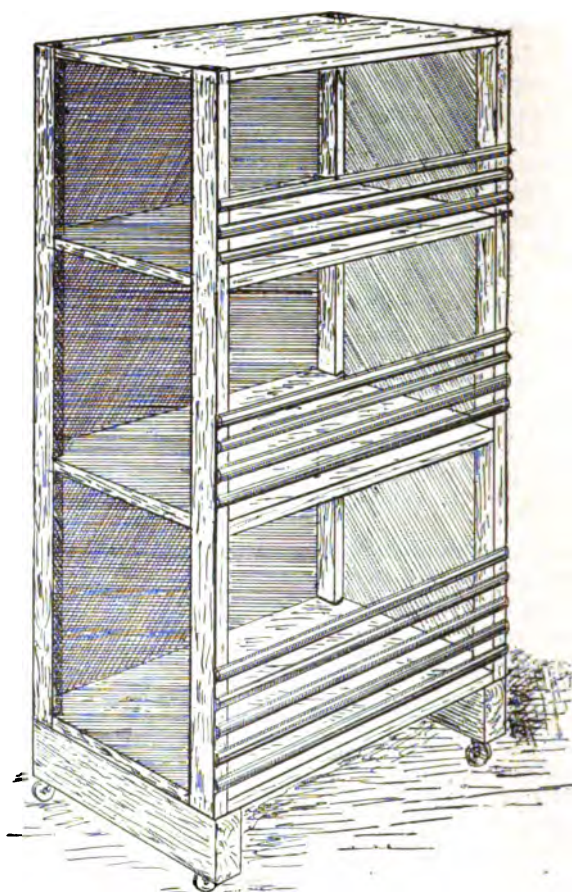
A teaspoonful every two or three hours.

A HOME MADE SPONGE STAND.

BY H. M. W.

SPONGES, like almost everything else, sell better when shown. The druggist who does not keep his stock in sight loses sales, for he sells sponges only to the man who comes in for the purpose of buying a sponge. Displaying a line brings demand for it. A party may come into the store to buy a postage stamp. If he sees something that he wants he is likely to purchase it, although he had no intention of doing so when he went in.

The accompanying sketch shows a home-made stand to display sponges. As will be seen, it is very simple in construction, and can be made by any one who can handle a hammer and a saw. The cost is very small. The stand is built on two 2 x 4 joists cut 18 inches long. Four shelves, each measuring 18 x 24 inches, should be next cut from 1-inch lumber. Then make a 1 x 2 inch



notch in each corner of these four shelves. Cut also four 48-inch lengths from 1 x 2 inch strips.

DETAILS OF CONSTRUCTION.

To construct the stand, place the joists on their 2-inch sides, 20 inches apart, and put on them one of the shelf boards, nailing it to the joists. Erect in the notches in the corners the 1 x 2 strips, and fasten them securely. The other shelves are to be nailed to these strips. The distances between shelves, as shown in the illustration, are 13, 14½ and 16½ inches in the clear. When the shelves are in position the next work is to cover the two 18-inch sides and one of the 24-inch sides with wire netting. This is to be tacked on. Should it be desired to cover the tacks, this can be done with half round molding. The other 24-inch side should have inch half round nailed at little intervals to the lower half of each opening, so as to keep the sponges from falling out on the floor. Casters should be placed on the bottom of the joists, so that it can be easily moved around the store.

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,
President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

Twenty-second Paper.

ANATOMY OF THE EYE.

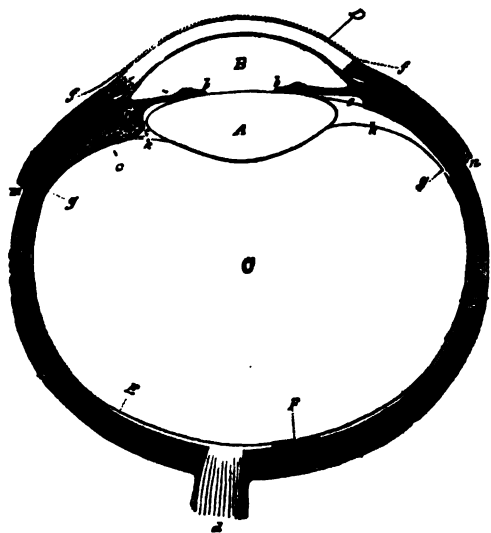


FIGURE OF THE EYE.

- | | |
|---|----------------------|
| A The Crystalline Lens. | D The Cornea. |
| B The Aqueous Humor. | E The Retina. |
| C The Vitreous Humor. | F The Yellow Spot. |
| aa The Canal of Schlemm. | d The optic nerve. |
| bb The Iris, the opening between being the pupil. | hh The Ciliary body. |
| k The Capsule of the Lens. | gg The Choroid Coat. |
| ff The epithelial covering of cornea. | e The Zone of Zinn. |
| mm The insertion of the muscles in the sclerotic. | |

EVERY one must admit that an organ which is so necessary to our usefulness and happiness as the eye cannot be unworthy of our serious attention; indeed, the intelligent care which should be given to such an important member of the body requires some knowledge of its structure and function. Even apart from this it would be natural to suppose that a subject so interesting and important would surely attract the attention of every educated mind; but, alas, the universal testimony of all those observers who have the best opportunities for ascertaining the true facts is that such is not the case, but that the people generally know almost nothing about the structure of the eye or the care of the sight.

In these days the intelligent optician is expected to know pretty nearly everything about the eye, and on account of the prevailing popular ignorance on the subject, he will be asked all sorts of questions about it, and he will be constantly looked to for advice when the eye or sight becomes affected in any way. If the optician is able to meet any reasonable requirement in this direction, he will inspire his patrons with confidence in his ability to successfully fit them with glasses, and thus add much to his reputation as a skillful optician.

The limits of this work, however, permit but scarcely more than a brief outline of this branch of the subject, just sufficient to afford an intelligent idea of the anatomy and physiology of this wonderful organ, and to lay a sufficient foundation upon which the more practical branches, which are to follow, can be securely rested.

The eye-ball is nearly spherical in shape and measures about an inch in diameter. A glance at the diagram will show that there is a segment of a smaller sphere engrafted upon the anterior portion of the larger sphere, and, consequently, if the antero-posterior diameter (that is, from before backward) is one inch, the transverse diameter would be about the twelfth of an inch less. The diagram also shows that the larger sphere forms about five-sixths of the globe, and the remaining sixth is made up by the segment of the smaller sphere.

For convenience of description the eye is regarded as consisting of three humors contained within three membranes.

The humors, counting from before backward, are:

1. The aqueous humor.
2. The crystalline lens.
3. The vitreous humor.

The membranes, counting from without inward, are:

1. Sclerotic and cornea.
2. Choroid, iris, and ciliary processes.
3. Retina.

THE SCLEROTIC.

The sclerotic is the external coat; it is a tough, fibrous membrane, having almost the resistance of leather, and is about 1-24 of an inch thick. It is the skeleton or framework of the eye, without which its shape could not be maintained.

The sclerotic is white and glistening in appearance and is popularly known as "the white of the eye." It furnishes attachments for the external muscles that move the eye-ball, and indeed all the tissues, membranes, muscles, etc., are attached to it, either directly or indirectly, or dependent upon it for support. It practically surrounds the eye-ball, covering the larger sphere, or the posterior, five-sixths of the globe of the eye.

The sclerotic is pierced behind by the optic nerve, a little to its inner or nasal side. It is much thicker behind than it is in front, where, as it thins out, it passes (with some changes in its structure) into the cornea, so that the entire membrane of the eye is continuous as a single membrane. The sclerotic is an opaque membrane, but as it passes into the cornea it loses these elements, which render it opaque, and becomes colorless and transparent.

Iodogenol. Pepin and Lebourcq read a paper before the Paris Pharmaceutical Society on July 2, 1901 (*Répertoire de Pharmacie*, 1901, 376) in which they describe this new compound of iodine and peptonized albumin. It is said to give good results in obesity, rheumatism, gout, etc., and in cases where alkaline iodides are badly borne.

Incompatibilities of Aspirin.—Aspirin is being largely used in place of the salicylates, for the reason that while efficient as the latter it does not affect the stomach nor give rise to ringing in the ears and headache, so often observed during the administration of the salicylates. From the literature published it appears that aspirin is best administered alone either in capsules or wafers, or placed dry on the tongue, followed by a swallow of water. All alkalies are incompatible with aspirin, as they tend to decompose it, and it should therefore never be given in combination with sodium bicarbonate or drugs of this kind. Mixtures in which the drug is held in suspension are not desirable, although if the patient prefers the desired dose may be stirred with some sweetened water just before taking. Probably the best manner of administration is in capsules, and careful tests have shown that if kept in a cool, dry place these will not deteriorate for a long time.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE ARRANGEMENT, STORAGE, AND DISPLAY OF THE STOCK.

(Continued.)

A VERY good way to display sponges and one that greatly stimulates the sale of this line of stock is to keep a large basket of sponges in the center of the store floor near the front door. The basket should be a large one, three or three and a half feet high and two or two and a half feet in diameter, made of open wicker work of fancy weave. Such a basket is superior to the conventional wire sponge holder. The latter soon look dull and rusty and leave rust spots on the sponges.

AN ASSORTMENT SHOULD BE DISPLAYED.

The basket should contain an assortment of velvet reef, sheepswool and the finest grade of honeycomb bath sponges, and such an assortment will enable a customer to pick out a sponge for any purpose and at a price ranging from 20 cents to \$3.00.

Sponge trade is profitable and can be worked up to surprisingly large dimensions in either large city store or small country pharmacy. I have worked up our trade in them until it is easy to sell a two or three dollar honeycomb sponge to the owner of an automobile or pneumatic tired buggy for a wagon sponge, and sheepswool sponges at a dollar each for wagon sponges is a matter of ordinary every day trade.

IT PAYS TO KEEP THE BEST.

In this trade it pays to keep the best grade of goods; they give satisfaction. When a man comes in to buy a cheap sponge and you convince him that it is the wiser economy to buy a high grade one, he will be satisfied, whereas if he gets a cheap one it soon goes to pieces and he tries some other store next time, to see if they keep better sponges.

BLEACHED SPONGES NOT A GOOD INVESTMENT.

The bleached case goods are a poor investment, they fall to pieces in a short time and give the store a reputation for poor quality. It is better to sell a small honeycomb of good grade at a close margin for 25 cents than to sell a large sized bleached sponge that is half rotten when it is sold.

In addition to the three kinds of sponges mentioned, velvet reef, sheepswool and honeycomb, it is only necessary to carry an assortment of Turkey sponges, small surgeons and large cups and irregulars for baby baths. To build up a good sponge trade one must know the goods, so that one can talk intelligently and entertainingly about them, explaining the good and bad points of the different varieties for various uses.

A SPONGE BOOKLET.

A little brochure or booklet telling all about sponges and their uses on a card tray attached to the sponge bas-

ket will help things immensely. The great benefit derived from the sponge basket is that it tempts people to pull over the contents and look at the price tags, and as I said before, having the goods where people can handle them always stimulates sales.

WHERE GOOD SALESMANSHIP COMES IN.

Frequently a customer will pull a fine honeycomb out of the basket and, reading the price tag, exclaim, "What! three dollars for a sponge!" And that is all the opportunity desired by a salesman who knows his business and wishes to make a friend and then or at some future period make a sale. Stepping forward he will courteously explain why that particular sponge is worth three dollars, tell where it came from, show the difference between it and the velvet reef and sheepswool sponges, explaining why, aside from its fine soft texture, it is really cheaper than the others on account of its durability, as it will outwear either and never lose its springiness; winding up his little lecture with mention of the delights of the morning sponge bath and how highly it is recommended by physicians for its tonic effect on the system.

CARD SIGNS, ETC.

Card signs help the displays and sales. "High Grade Honeycomb Bath Sponges, Soft as Velvet, Tough as Leather." Another advertising dodge that I have used with good effect was made by sewing on a large card a large sized 25-cent velvet reef sponge and alongside of it a \$3.00 honeycomb. Under the reef sponge was lettered, "The price of this sponge is 25 cents," and under the honeycomb, "The price of this sponge is \$3.00. Yet aside from its fine texture the \$3.00 sponge is the cheaper, as it will outwear more than a dozen of the 25 cent. kind." It is in thus educating his customers, buying the best grades of goods, that the pharmacist builds up a fine and high-class trade.

METAL FIXTURES FOR HANGING SIGNS.

The card signs may be hung from metal fixtures, nicked rods hung from ceiling with metal cross bar, such as are seen over the counters of dry goods stores and haberdasheries. Such fixtures are useful for displaying chest protectors, bath straps and gloves, hot water bags, air cushions and a host of other goods. One will find a great variety of such fixtures in the catalogues of manufacturers of store fixtures, and it is somewhat strange that pharmacists do not more generally borrow some of the ideas of other retail lines in store fixtures.

One of the greatest faults of the retail druggist is that of paying little attention to interior display beyond the conventional arrangement of counters and cases. When advertising or pushing any certain line of goods take the goods from the regular place of storage and arrange them about the counters and cases where people can get at them. Keep them out for a week or so before returning them to their places and it will help sales wonderfully, besides adding to the attractiveness of the store.

Chevreur and His Son.

How strong the parental authority is in Latin countries is shown by the story running through the French newspapers on the occasion of the dedication of Chevreur's statue. When the great chemist attained his hundredth birthday he was entertained at a public dinner at which his son, a high official in the Department of Justice, 87 years of age, was also present. The old man made a speech, and in telling an anecdote made a slight slip, which his son corrected. Old Chevreur turned around quickly and said in a sharp tone: "Hush, youngster, when I am talking," and the "youngster" held his tongue.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Bollettino Chimico Farmaceutico, June, 1901. (Second Fascicle.)

Some Facts on the Toxicology of Acetylene Gas. By Dr. Virginio Lucchini.—In 1866 Berthelot stated that acetylene, when mixed with air, is not particularly poisonous, at least not more so than other hydrocarbons. Since then numerous authors have written on the subject. Most of them consider acetylene simply as an irrespirable gas. An American physician, Birchmore, maintained that it is not less poisonous than cyanogen. The author's experiments were conducted with rabbits and pigeons, which were kept under a bell-jar of 40 liters capacity. In an atmosphere containing 10 per cent. of acetylene he was able to keep a rabbit for two hours and a quarter. At the end of an hour the respiration became very difficult, and the phenomena of asphyxia appeared. The animal revived in a few minutes when set at liberty. In a mixture of 20 per cent. of acetylene asphyxia came on more promptly. In 30 per cent. of acetylene after 20 minutes the rabbit remained immobile, and in one case there was a fatal termination. On successive experiments with the same animals it was found that they became somewhat accustomed to the gas. In one case convulsive motions were noticed in a rabbit that had been in 20 per cent. acetylene for an hour. Acetylene therefore cannot be said to be merely an irrespirable gas like nitrogen, but must be considered as an extremely poisonous gas and as a hematic poison. Mixtures containing more than 25 per cent. produce certain functional disturbances in animals, and those containing 40 per cent. are fatal if breathed for a certain time. The mechanism of its action is unknown. It cannot be stated with certainty whether it unites with the hæmoglobin of the blood or not. Ordinary illuminating gas, when mixed with air, is much more poisonous than acetylene.

Repertoire De Pharmacie, July 10, 1901.

Cereals as Foods. By M. P. Carles.—Fecula and flours are often used as synonyms. Fecula are starches like that obtained from potatoes, corn, rice, etc. They are not digested in the stomach but in the intestines, and they are not converted into anything else but sugar. On the other hand, flour, from whatever cereal it may be derived, contains all the constituents of the grain except cellulose, which is present in the husks. In addition to starch, therefore, it contains fat and mineral salts and proteids. Hence cereal flour resembles chemically the composition of eggs and contains all the elements of nutrition.

Analysis of the Contents of a Renal Cyst. By G. Patein and Poiou.—An analysis of the liquid contained in a cyst removed from a kidney. It was found that this liquid differs considerably in composition from urine, though the liquid looks exactly like urine. The conclusion is that in these cysts the contents is ordinary cystic fluid, with a little urea added to it.

Magnesium Aluminate. By E. Dufau.—The author obtained this compound by mixing 200 grammes of aluminum and 100 grammes of magnesium, calcining well, and heating in the electric furnace in a carbon crucible by means of an arc of 900 ampères under 45 volts for 3 minutes. The grayish crystalline mass which results is pulverized in an iron mortar and treated with hot nitric acid. In order to separate the particles of carbon which are mixed with this powder it is thrown into methylene

iodide or into Klein's reagent, and the homogeneous product is recovered from the bottom of the liquid. Magnesium aluminate when thus prepared occurs in the form of colorless octahedra.

Archiv Fuer Pharmazie, July 6, 1901.

On the Tests for Atropine Sulphate. By J. Gadamer.—The new edition of the German Pharmacopœia demands that atropine sulphate shall be prepared from atropine having melting point of 115.5 degrees, and that the sulphate shall melt at 180 degrees. These tests are said to exclude the presence of hyoscyamine. According to E. Merck these requirements are not in conformity with their experience in the manufacture of this alkaloid. Atropine prepared for scientific investigations melted at 112 to 113 degrees, and no rise of the melting point could be secured by re-crystallization. The sulphate melts at 187 degrees, on slow heating at 183 degrees. According to Merck it is not correct to fix the melting point of the sulphate at 180 degrees, and at all events it is impossible in practice to obtain an atropine perfectly free from traces of hyoscyamine. The author has prepared an atropine perfectly free from hyoscyamine from a hyoscyamine with a polarimetric angle of minus 13.7 degrees. It occurred in fine white needles which melted in Roth's apparatus at 116 degrees C., when not triturated, but when dried and triturated at 112 to 113 degrees C. A sulphate was prepared from this pure preparation, and proved to be absolutely pure atropine sulphate. When perfectly dry this sulphate melted at 183-184.5 degrees C. when heated slowly in Roth's apparatus. When heated in a bath of sulphuric acid in a capillary tube it melted at 156 to 160 degrees. When again dried over sulphuric acid it melted at 187-188 degrees, and when again heated in Roth's apparatus it melted at 160-161 degrees C. The smallest amount of moisture therefore lowers the melting point to the extent of 20 degrees, and the melting point cannot therefore be considered as a test for the purity of the product.

The author recommends polarization as the only trustworthy method of testing the purity of atropine. The freedom from hyoscyamine is demanded under the supposition that the action of the two bases is different. The author points out, however, that their constitution is identical and that the action of these two alkaloids is probably the same. If so, there is no reason why the cheaper and more easily obtained of the two should not be used in medicine.

Phenolphthalein as an Indicator in the Saturation Analyses of the Fourth Edition of the German Pharmacopœia. By A. C. Jungclaussen.—The author concludes as the result of a series of researches that phenolphthalein may be considered as a suitable indicator for the acidimetric processes of the German Pharmacopœia, but not for those in which is used a normal potassium hydroxide solution, or its dilutions. A normal potassium hydroxide solution with phenolphthalein as indicator does not give a trustworthy deci or centi normal solution. A normal potassium hydroxide solution which is correct as tested with iodine-eosin does not give accurate results in the presence of phenolphthalein. The author recommends litmus or cochineal tincture as indicator, instead of phenolphthalein. In testing formic or acetic acid a litmus tincture is to be used, the fluorescing substance in the litmus having been previously removed by boiling alco-

hol. Phenolphthalein is, of course, necessary where an alcoholic potassa solution is used, as in the tests for fatty acids, etc. The demand that the solution of potassa be entirely free from carbonic acid is not a practical one, and is unnecessary in ordinary pharmaceutical work.

On the Composition of Butter Fat. By W. Peschges.—The author's analyses showed that benzol is not adapted for the determination of the molecular weight of the triglycerides of butter or margarine, either by the freezing method or by the boiling point method. He found also that in the use of ether by the boiling method both butter and margarine give figures that approximate those obtained by saponification, but that there is no difference between these two kinds of fat, as Pouret claimed. For the differentiation of butter from margarine the method of calculation devised by Koettstorfer is more convenient and accurate than the method of molecular weights devised by Pouret. According to Pouret the average molecular weight of butter is 640 and that of margarine 840, when determined by Raoult's freezing-point apparatus. Koettstorfer measures the coefficient of saponification, and has established a standard, 1 milligramme of potassa to 1 gramme of fat, from which figures he calculates the average molecular weight of butter. The molecular weight of butter according to this method is between 716 and 763, and that of margarine between 840 and 875.

Pharmaceutical Review, September, 1901.

Guaethol. By F. G. Ehlert.—This is a methyl derivative of o-guaiacol. The same compound is also known as ajacol and thanotol. It is prepared by heating to 180-220 degrees molecular quantities of o-guaiacol and methyl alcohol in a reflux condenser in the presence of zinc chloride (Merck). Another method (Halle & Co., Biebrich a. R.) consists in heating a diazo phenetidine solution with 35 per cent. H_2SO_4 to 135-140 degrees C. and removing the guaethol by distilling with steam. Merck's guaethol occurs in the form of a colorless oily liquid of a pleasant, aromatic odor, boiling at 215 degrees C. It crystallizes in the cold to a colorless mass, which melts at 27-28 degrees C. Heyden's product, called Ajacol, is a crystalline substance whose melting point is 26 degrees C. The compound is readily soluble in ether or alcohol, but not to any extent in water. Dose, 0.1 to 0.25 Gm. in gelatine capsules or alcoholic solution. It is given as a substitute for guaiacol, as it is said to act more promptly. Externally a 50 per cent. solution in chloroform is used, 2-3 times a day, and the parts are bandaged to prevent evaporation.

Styracol. By F. G. Ehlert.—This is the cinnamic acid ester of guaiacol. It is made by heating on the water bath for two hours molecular quantities of o-guaiacol and cinnamic acid. The resulting mass is crystallized from alcohol—white needles devoid of taste or smell; perfectly stable in air. The compound is almost insoluble in water, but readily soluble in benzol, acetone, alcohol, or chloroform. It is extracted much less readily from acid aqueous mixtures by petroleum ether than are either benzosol or guaiacol salol. (Differentiation.) The compound melts at 130 degrees.

Stryacol is employed as an internal antiseptic in the same manner as are benzosol and guaiacol salol. It is claimed to be of special use in phthisis, typhoid and chronic cases of cystitis and gonorrhoea. Haas is quoted as having found the compound of merit in these maladies. It is given in doses of 1.0 Gm. (15 grains) several times daily.

Pharmaceutical Era, August 29.

Buying Goods. By J. W. Gayle.—This is a paper which was presented at the twenty-fourth annual meeting

of the Kentucky Pharmaceutical Association and which treats of the rules to be observed in careful buying. The quality of goods is considered an important factor in success. Crude drugs should be bought from the most reliable handler; chemicals from standard manufacturers, and pharmaceuticals from firms of established integrity. The best terms possible should be arranged for. As to commission accounts, these are referred to as a source of annoyance, and gratification is expressed over the fact that the custom of buying on consignment or commission is dying out. Seasonable goods should be purchased in advance of the demand and intelligent advantage of the market should be taken, though the practice of buying solely for speculative purposes is deprecated. A want book is a desideratum in every well-regulated pharmacy. Every clerk connected with the store should be impressed with the importance of jotting down such articles as are needed or running low in stock. The relations of the druggist and the traveling man are dwelt upon in a very sensible way. The traveling man establishes and maintains amicable relations between the jobber or the manufacturer, adjusts all sorts of differences, imparts information scarcely obtainable from any other source, and is at times in a position to render valuable service in the way of advice. The author concludes by calling attention to the fact that there is no rule more universally acknowledged and at the same time more universally ignored as that pertaining to buying for cash. This practice pays directly by saving a part of the purchase price; it yields a handsome profit in per cent. upon the capital employed; the commercial standing of the purchaser is enhanced and a truer and more definite idea of the condition of his business is constantly before him. (Aug. 29.)

Carbon Molecules. By J. F. Llewellyn.—A paper read before the Missouri Pharmaceutical Association at the last annual meeting in which the relation of chemical constitution to physiological action is exemplified in the cases of certain poisonous and non-poisonous alkaloids and other organic derivatives. (Aug. 29.)

Druggists' Circular, September.

Acetextracts. By Prof. Wilbur L. Scoville.—The author tested the value of acetic acid as a menstruum for solid extracts, and compared it to the official menstrua. He found in the case of nux vomica that, while acetic acid extracts the active principles easily, it also extracts twice as much extraneous and inert matter, thus yielding an extractive of about half the required strength. When this extract in a powdered condition was treated with the official menstruum, about half of it dissolved and the extract corresponded to the official preparation, i.e., contained 16 per cent. of total alkaloids.

On comparing the action of 10 per cent. acetic acid as an extractive menstruum with that of diluted alcohol he found that it may take the place of the latter menstruum in many cases without material change in strength or action in the preparation so obtained. Whether stronger acid may be a substitute for stronger menstrua is a subject for further investigation. The facility with which the acid exhausts drugs may also bear on the mooted question of 50 per cent. tinctures.

A Revision of Some Definitions and Descriptions at Present Official. By Dr. Henry H. Rusby.—The author gives a summary of his studies on official plants since the publication of the U. S. P., '90. His aim was to secure an approach to greater accuracy in definition and description. (To be continued.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

"What Would You Dispense for This?"—

Under this heading we printed in the AMERICAN DRUGGIST for August 26, page 120, a *fac-simile* reproduction of a prescription, the first ingredient of which had proved a puzzle to the subscriber sending it and to others. We again publish the prescription in *fac-simile* in order that our readers may the more easily judge of its character and of the character of the replies received. This is the prescription as printed:

20/50. AUG 7-1901
R. Williams J. T.
Alfred B.
M. L. E. S. S.
his dupl. sent
Ady

Some of the strangest readings are to be found among the 34 replies received in response to our invitation to name the substance required. Naming the person submitting the reading by the initial of his surname and the city of his residence, we find the following readings:

Cadmium (F., Detroit).
 Maratima (G., Elmira, N. Y.).
 Antimony (L., Forestville, Conn.).
 Argent. nitric (P., Brooklyn, N. Y.).
 Acid. tannic (L., Boston).
 Antipyrine (W., Lewisburg, Pa.).
 Acid. boric (E., New York City).
 Codamine (H., Bayfield, Wis.).
 Antikamnia (T., Blair, Neb.).

Several of the authors of the foregoing interpretations give what appear to be the most convincing reasons for the accuracy of their renderings of the puzzling line, but we shall refrain from printing the letters in full, if only to spare their feelings and the feelings of other readers.

The correct reading of the line, as determined by 24 of our subscribers who took sufficient interest in the subject to communicate their views, is:

ANTINOSINE GR. I.

The names of those who sent in correct readings of the line follow: Annable, H. D., Brooklyn, N. Y.; "Antinosine," Chicago, Ill.; Bowersox, Chas. H., Columbus, O.; Bruns, Geo., New York City; Burgheim, C. A., Houston, Tex.; "C. J. H.," Brooklyn, N. Y.; Gruenbine, G., New York City; McCoy, P. V., Fargo, N. D.; McD., C. A., Lobdell P. O., La.; Marin, L. J., Danielson, Conn.; Mayers, J. C., Philadelphia; Newman, H. B., Rochester, N. Y.; Perrone, D. L., San Francisco; Robertson, Wm., San Francisco; Rosenzweig, B., Brooklyn; Reute, T. W., Dubuque, Ia.; Salinger, A., New York City; Schneider, Albert, Chicago; Skelly, J. J., New York City; Smith, J. W., Mauch Chunk, Pa.; Füller, W. F., Warren, Minn.; Weiss, E. V., New York City; Wells, E. H., Meshoppen, Pa.; Werner, O. E., Rib Lake, Wis.; Wittich, M. H., Minneapolis, Minn.

The Keeping Properties of a Weak Alcoholic Solution of Senna.—C. S. C. submits the following question: "Would a weak alcoholic solution of senna to which Rochelle salts and sugar have been added be likely to deteriorate with age? If so, what would you consider to be the natural duration of such a solution in which its usefulness would not be impaired? It is supposed by the above question that the solution is to be kept well stoppered."

The term "weak alcoholic solution" is a trifle indefinite. We have no data bearing on the relative preservative properties of alcohol in varying strengths on so complex a mixture as the one named. Weak solutions of senna do not keep well, even where alcohol is employed as the solvent. Assuming that a dilution of ten per cent. is meant, we should say that the life of a mixture of this kind, under ordinary conditions of storing, etc., would not be of long duration. The difficulties in the way of making a definite statement in a matter of this kind must be obvious. Solutions of senna decompose on standing, parting in most instances with some of their active principles.

The Nature of Ambergris.—J. W. O. asks us to state the chemical composition of ambergris.

Ambergris is a complex substance of organic origin, the ultimate chemistry of which has not, we think, been determined. It is a product of disease in the whale, being a calculus or deposit containing a proportion of a black pigment and some excrementitious matters. It has not been found in any whales but such as were dead or sick, a circumstance which is brought forth as a proof of its disease origin. It is found in pieces of various size, generally in small fragments of an opaque, rounded appearance, but sometimes in pieces so large as to weigh nearly two hundred pounds. It has a soft, waxy consistence and little or no taste. Two varieties of ambergris are found in commerce, the gray and the black, and both command high prices, the former being quoted at \$30.00 per ounce and the latter at \$20.00 per ounce. Its chief use is in perfumery; it is used to fix evanescent odors, it having but a faint aromatic odor of its own.

Modern Ink Formula.—W. F. A. asks the formula of an ink, the same to be "something recent and scientific." A model ink, according to MacEwan, is made by a modification of one of the original formulas for Stephens' Blue Black Ink, and we give the modified formula, believing it to be all that is claimed for it:

Blue Aleppo galls.....	31vss
Bruised cloves.....	31
Cold water.....	01j
Purified iron sulphate.....	31ss
Powdered indigo-carmine.....	31

Place the galls, when bruised, with the cloves in a 50-oz. bottle; pour upon them the water and digest, with daily stirring, for a fortnight. Then filter through paper into another 50-oz. bottle. Get out, also, the refuse of the galls and wring out of it the remaining liquor through a strong, clean linen or cotton cloth into the filter, in order that as little as possible be lost. Next put in the iron, dissolve completely, and filter through paper, then add the indigo carmine and thoroughly mix by shaking. Pass the whole through paper. Filter out of one bottle into the other until the operation has been completed.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

MAKING TYPE TALK.

IN preparing advertisements or advertising matter of any sort it is always well to remember that the first moment the eye of any person rests on this advertisement he will unconsciously reach some conclusion concerning it. This unconscious impression will determine whether he will pass, or read it; and if he reads it, the first impression is apt to modify the results of the reading.

For instance, you open a novel; the page before you is set solidly; the impression you get is that this page is not interesting; it is the sort of a page you customarily skip. Now it may happen that this page contains the best thoughts in the book, but even though you read it, some of the effect will be lost because you start reading with the idea that it will be dull.

On the other hand, a page that is set openly, the matter of which is broken frequently by short lines, will look interesting even though it be dull. Any novel would be doomed if it were set like a scientific treatise or law book.

Advertising matter should be set so as to look readable and interesting. It looks readable when the first unconscious impression of the prospective reader is that he can read it without effort.

If the matter is set in all sorts of type, if it has a jumbled appearance, if black and italic lines are run into the body of the text, if some freak method of setting is employed that requires the reader to chase the thought through all sorts of twists and turns, you are going to lose by it. Type is a means of getting what you have to say into people; it is to talk to them where you are not. It should talk so as to perform its mission while requiring the least expenditure of attention on the part of the reader.

A prominent psychologist recently had an article in one of the magazines bearing on this very point, though he did not apply it to advertising. He argued for the setting of books as to enable them to be read with the greatest "economy of attention."

I have before me a circular sent in by a druggist of Walla Walla, Wash. It advertises a special preparation and is exceedingly well written. The druggist says the printer who set the matter purchased a package of the preparation before the circular was printed, which is a deserved tribute to the skill of the writer. Others are not apt to be as easily influenced, because the printer has made hard reading of good copy.

In the first place, it has all been put on one side of a big single sheet of print paper. To have made a four-page folder of it would have saved half the paper and broken the matter into four small pages. Large pages repel where small ones will get a hearing. Then the argument is broken up into all sorts of display. Lines and sentences are forced up by black type and capitals in such a way as to make the circular looked jumbled and confused. About the time one gets to sailing smoothly through the argument and is about ready to dig up a quarter, along comes some new kind or size of type to break the spell and distract attention. He worries through, gets going again and shortly smashes into another obstruction. There should not have been more than two faces of type in this circular. All the argument, or body matter, should have been in one size of one face

of type. Such display as was needed to break up the solidity of the page should have been lines explanatory of the paragraphs or epitomizing them, not part of the text proper, and such display should have been set off by a suitable amount of white space. This circular will probably pull through the sheer merit of the argument it presents, but I am certain it would pull better were it properly set, and put on paper worthy of it.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement.

We do not say

that "Beats All" will cure every cough, but it will come so near to it that we feel perfectly safe in saying that if you do not feel satisfied with what it does for you you may return the empty bottle and we will give you back your money. As a matter of fact, we've only been asked to refund the money three or four times in the last two years, out of over 400 bottles sold—less than one per cent. of failures.

It is 25 Cents

and the bottle is as large as many cough remedies that sell for 50 cents. Remember, it's yours if it helps you, and ours if it doesn't. Prepared by

The Pierson Pharmacies

149 Main street. Phone 99.
144 Canisteo street. Phone 99B.

ART

Has laid its dainty hand on Wall Papers this year with a more assured touch than ever before, and if properly papered, the home now is really half furnished.

Some Papers

Are so rich in themselves that they seem like costly hangings, while others are handled so artistically, they make the room a picture.

It is Gratifying

Also to state that the householder of limited means is not barred from the designs. Some of the most dainty and beautiful effects are achieved in quite inexpensive papers. Special schemes in up-to-date for each room, from the kitchen to the attic. The "Colonial Dame," a charming parlor; the "Emperor," for libraries, halls and dining rooms; a floral paper styled the "Blush of Spring;" dainty Dresden Stripes for sleeping rooms, etc.

Prices

Commence at eight cents per double roll and run to thirty-five cents, according to the coloring and finish. Gold, silver and iridescent tints play an important part in this year's paperings. These can be furnished for 15c, 20c and 25c per double roll. We cordially invite you to call and see the new styles and to discuss treatments. It is not necessary for you to be a purchaser to be welcome, but if you make a selection, employ a good paper hanger and your room will not be disappointing.

Selections of Papers

Use pink paper in a north room, it is there less likely to fade and will warm and brighten a chilly sleeping apartment. Use blue in south rooms, as it is cheerless and cold on the other side of the house. Yellow brings sunshine and light into a gloomy room.

Positive reds and greens are very popular and growing in favor; but remember that the former reduces the size of an apartment, and that some shades of the latter are not pleasing at night.

The Prize Advertisement.

tisement. The prize is this time awarded to H. G. Pierson, Hornellsville, N. Y.

CRITICISM AND COMMENT.

Mr. Pierson, to whom is awarded the prize, sends an ample batch of advertising, all of which is good. We reproduce the matter which appeared in a wall paper folder, wall paper itself being used for the circular, and also one paragraph of an extra good cough cure circular. In addition there was a clever folder, entitled "Don't Cross the Track." It seems that a dangerous grade crossing separates one of Mr. Pierson's stores from the main business portion of the city. This latter folder was addressed to the people of the section of the city for whom this branch store was provided. The fact that no one need cross the tracks to get drugs is properly emphasized in the folder.



Introduction.

Gloom Caused by the Death of the President.

THE pall of grief cast over the nation by the assassination of its beloved President had a most marked effect upon the forty-ninth annual meeting of the American Pharmaceutical Association, held in St. Louis during the week beginning September 16, and the sympathy of the members with the grief stricken widow, and their sorrow in the death of the soldier, patriot and statesman found expression in the passage of the following resolution and in adjournment of all general session upon the day set apart for paying the last sad rites to the victim of anarchistic hate:

RESOLUTION BY THE ASSOCIATION.

Resolved, By the American Pharmaceutical Association, in annual session assembled, that its proceedings are hereby suspended and deferred until after the conclusion of this day of grief and prayer; that we may unite with the whole people in humble submission, reverently repeating the last words uttered by him who so resignedly and lovingly gave up his life in the faithful service of our country and of all its inhabitants: "It is God's way; His will be done, not ours." Be it also

Resolved, That we tender our heartfelt sympathy to Mrs. McKinley, who, during the life of her husband, was the object of his most tender regard and care, and that while we mourn with her, we cannot forget that our late President still lives, that he has been but translated to a higher sphere. Be it further

Resolved, That as loyal and law abiding citizens of this great republic of the United States of America, we hereby renew our allegiance to the Government and pledge our earnest endeavor to repress and stamp out both anarchy and anarchical sentiment so that no dark shadow may ever in this way fall upon our country again.

PAPERS AND PROCEEDINGS OF GREAT INTEREST.

The meeting was characterized by a most lively interest in the proceedings on the part of the members in attendance, by the unusually large number of papers, thirty-two submitted in the scientific section, a number unprecedented in the history of the association, and by the intensely practical and interesting character of the papers and discussions in the Section on Practical Pharmacy and Dispensing. The Commercial Section which a few years ago was apparently moribund seems to have taken on a new lease of life with the discussion of improved business and advertising methods; and the

active interest manifested in the Section by those in attendance indicates that it has by no means outlived its usefulness.

MOUND CITY HOSPITALITY.

The entertainments proffered by the St. Louis druggists to the visitors were so many and so varied that all save the most serious-minded found it impossible to resist the temptations offered to forego attendance upon some of the sectional sessions. Indeed, time alone seemed to set a limit upon the hospitality extended, and this limit was overleaped by providing

for entertainments lasting after the adjournment of the general sessions. While the attendance from the East was comparatively light, this was more than compensated for by the attendance from the Central and Southwestern States, the register showing a total of over four hundred, including the local members.

The Southern Hotel proved a most fortunate selection, for the manager succeeded in infusing into the services rendered the guests a degree of hearty hospitality that permeated the entire service, and made them feel a sense of obligation such as is aroused by the hospitality of a private host.

The heartiness of the welcome bestowed by the druggists of St. Louis, through their representative speakers, impressed every one. The absence of the Mayor of St. Louis was unavoidable in view of the sorrowful duty devolving upon him as the city's chief executive of attending to the details of arranging for the official memorial service which was to take place



HENRY M. WHELPLEY, PH.G., M.D.,

President-elect of the American Pharmaceutical Association.

two days later. His place was taken by a former Mayor of the city and a well-known wholesale druggist, Hon. C. F. Walbridge, of the Mellier Drug Co., whose eloquence has been so pleasing a feature of recent gatherings of the allied national organizations—the National Wholesale Druggists' Association and the Proprietary Association of America. The favorable impression produced by Mr. Walbridge was but added to when the representative of the retail pharmacists of the city, Professor James M. Good, delivered his earnest and eloquent speech of welcome. There are few men in the retail ranks who can surpass Professor Good as an extemporaneous speaker, for he combines wit with brilliance of declamation, and withal conveys an impression of earnestness which makes his welcome more than ordinarily warm.

THE PROCEEDINGS IN DETAIL.

THE forty-ninth annual meeting of the American Pharmaceutical Association was called to order at 3.30 on Monday afternoon, September 16, in the Southern Hotel by President John F. Patton, of York, Pa., who called upon the local secretary, Dr. H. M. Whelpley, who in turn invited C. P. Walbridge, of the Mellin Drug Co., and ex-Mayor of the city of St. Louis, who conveyed the regrets of the Mayor for his absence, which was due to the duties involved in the preparation for an official memorial service in honor of the best beloved of the Presidents of the United States. Mr. Walbridge spoke also, and principally for the wholesale drug trade, and expressed the hope that the time would soon come when the three branches of the trade—the manufacturer, the wholesaler and the retailer, will stand shoulder to shoulder in a strenuous effort to secure for the dispensing pharmacist that recognition and compensation for the technical skill of the dispensing pharmacists which his education warranted.

He was followed by Prof. James M. Good, who extended a welcome to the writers on behalf of the retail trade of the city and the State. He said that the local committee stood ready to redeem the pledges made at Richmond. He spoke of the Missouri water as being too thick to drink and too thin to cultivate. William Mittlebach, of Booneville, former president of the Missouri Pharmaceutical Association, who addressed a welcome to the visitors, which was suitably replied to by Dr. C. B. Lowe, of Philadelphia. The pharmacist is not appreciated at his full value by the community in which he lives; there could be no doubt of the appreciation of the St. Louis pharmacists by their fellow-pharmacists who were now the recipients of their hospitality. Dr. Geo. F. Payne, of Georgia, also returned thanks for the hearty welcome extended.

THE PRESIDENT'S ADDRESS.

Prof. J. H. Beal, of Scio, Ohio, first vice-president, having taken the chair. President Patton presented his annual address. Opening with a general review of the wonderful advances in all technical affairs, including a brief mention of the most striking of the modern inventions, chemistry, he said, seemed to be the science upon which all other sciences are based, for the history of chemistry is the history of all that benefits mankind and improves our lot in every direction. The effects of the discovery of anaesthesia, antiseptics and preventive medicine were alluded to, but notwithstanding the progress of preventive medicine there will always be such ample need for curative medicine that pharmacy will always be of the utmost importance.

The president then paid a glowing tribute to the worth of the late Dr. E. R. Squibb and Dr. Charles Rice. The president recommended that the Committee on National Legislation be made a permanent one, with two members residing in Washington and one in a large Eastern and one in a large Western city.

The author deprecated the vigorous canvass carried on between the various colleges, which conveys to the prospective student the idea that pharmacy offers a quick and easy road to fortune. He earnestly extolled the value of practical drug store training as a prerequisite to graduation, and attributed the low standards in pharmacy largely to the unseemly scramble for students on the part of colleges organized purely for commercial purposes.

Organization is now looked upon as the panacea for all the ills that flesh is heir to, but there is always danger that organization may curtail individual endeavor.

The section of practical pharmacy and dispensing was referred to with warm commendation.

In discussing the proposed establishment of a Procter research laboratory, the president said that the establishment of such a laboratory was wholly without the realm of possibility. He proposed the endowment of a medal along the line of the Hanbury medal. The report was referred to a committee for consideration.

The secretary presented a communication from Eugene Duprey, one of the original members who joined the association in 1852, and who is now 84 years old. Former President Prescott reported by letter the results of his visit to the British Pharmaceutical Conference, at its recent meeting at Dublin, where he appeared and was heartily welcomed as a delegate from the American Pharmaceutical Association. Communications had also been received from Dr. Fred. Hoffman, and from T. Roberts Baker.

Prof. W. C. Anderson, of Brooklyn, president of the National Association of Retail Druggists, was invited to address the association. He paid a high compliment to the A.

Ph. A., and its achievements in behalf of pharmacy. He said that he was happy to say that though the N. A. R. D. was only three years old, he was able to speak for 250 affiliated associations representing nearly 30,000 druggists throughout the United States.

Edward W. Case, as a delegate of the Ontario College of Pharmacy, said that he spoke not only for the Canadian, but for all the Anglo-Saxon race in conveying the profound sympathy which all felt for America and the Americans in the catastrophe which had befallen them.

THE MINUTES OF THE COUNCIL.

Geo. W. Kennedy, secretary of the Council, presented his report embracing the minutes of the Council since the last general meeting of the association. The minutes covered several proposed changes in the by-laws, relating to the order of business with a view to providing for the meeting of the Section on Practical Pharmacy. The names of 101 applicants for membership were submitted, which took the usual course. The Council also adopted resolutions changing the order of business so as to provide a time for passing suitable resolutions of regret at the death of President McKinley. The minutes were adopted as read. The secretary of the Council then read the names of the applicants for membership, which



JOHN F. PATTON,

Retiring President of the American Pharmaceutical Association.

were posted as required, the applicants being later elected to membership.

On motion of W. S. Thompson, of Washington, a committee of five was appointed to draft suitable resolutions of regret in connection with the death of the President. The following were appointed: Dr. C. B. Lowe, Oscar Oldberg, J. W. T. Knox, A. Brandenberger and J. H. Beal.

The secretary read communications from Mrs. Wm. Procter, Jr., the widow, and of Wallace Procter, the son of the late Professor Procter, of Philadelphia, acknowledging the receipt of the special copies of the memorial notice of Professor Procter prepared by Professor Remington last year and printed by the association.

A recess being taken the convention reconvened, and the following nominating committee was announced on a roll-call by States:

The Nominating Committee.

Arkansas, J. B. Bond, W. L. Dewoody; California, Wm. M. Searby; Connecticut, C. A. Rapelye; District of Columbia, W. S. Thompson; Georgia, Geo. F. Payne; Illinois, P. G. Schuh; Theo. C. Loehr; Indiana, F. W. Meissner, Theo. Otto; Iowa, Fletcher Howard, E. M. Burns; Kansas, L. E. Sayre, F. E. Holliday; Kentucky, W. H. Averill, J. W. Gayle; Louisiana, Max Lamson; Maryland, Chas. Caspari, Jr., C. E. Dohme; Massachusetts, W. L. Scoville, S. A. Sheppard; Michigan, F.

G. Ryan, A. B. Lyons; Minnesota, Miss Josie Wanous; A. C. Le Richeux; Mississippi, W. P. Craig; Missouri, Francis Hemm, Wm. Mittlebach; New York, R. G. Eccles, Caswell A. Mayo; Ohio, J. H. Beal, Chas. G. Merrell; Oklahoma, F. B. Lillie; Pennsylvania, C. B. Lowe, J. A. Koch; Texas, E. G. Eberle; Virginia, T. Ashby Miller; Province of Ontario, Ed. W. Care, J. F. Roberts; at large, Enno Sander, J. P. Remington, J. W. T. Knox, A. Brandenberger, Geo. W. Sloan.

The president announced the following as the Committee on Time and Place of next meeting: W. S. Thompson, Washington; Chas. E. Dohme, Baltimore; Caswell A. Mayo, New York; W. L. Dewoody, Pine Bluffs, Ark., and Geo. C. Bartells, Camp Point, Ill.

The secretary announced the receipt of a number of communications bearing on the time and place of meeting, which were referred to the above committee for consideration.

The first general session then adjourned.

SECOND GENERAL SESSION.

Tuesday Morning.

The second general session of the association was convened in the parlors of the Southern Hotel on Tuesday morning a little after ten o'clock by President Patton.

The New Officers of the Association.

The minutes having been read and approved the report of the Committee on Nominations was read and adopted and the nominees duly elected as follows:

President, H. M. Whelpley, of St. Louis.

First vice-president, W. M. Searby, of San Francisco.

Second vice-president, Geo. F. Payne, of Atlanta, Ga.

Third vice-president, W. S. Thompson, of Washington.

General secretary, Chas. Caspari, of Baltimore.

Treasurer, S. A. D. Sheppard, of Boston.

Members of the Council: C. A. Rapelye, of Hartford, Conn.; J. H. Beal, of Scio, Ohio, and C. B. Lowe, of Philadelphia.

To Meet in Philadelphia in 1902.

The report of the Committee on Time and Place of Meeting was submitted by Caswell A. Mayo, recommending that the association meet for the year 1902 in the city of Philadelphia at some time after the first of September, the precise date to be determined by the council. The committee also announced the receipt of invitations to meet in Detroit, Atlantic City and Put-In-Bay. The committee had further received invitations for the association to meet in Hot Springs, Ark., and in South Bend, Ind., in 1903, which invitations were respectfully referred to the committee of 1903.

The secretary moved that a special jubilee session be held at the jubilee meeting of the association at Philadelphia next year, and that Dr. Fredk. Hoffmann, of Berlin, be invited to preside over this special jubilee meeting and to deliver a jubilee oration.

The minutes of the council were presented and approved. The council reported favorably on 21 applications for membership, the names of the applicants being read and posted.

THE REPORT OF THE TREASURER

was read, showing the condition of the treasury to be as follows:

Receipts.

Cash on hand July 1, 1900.....	\$1,758.80
Received from sale of certificates.....	20.00
Received from sale of proceedings.....	71.89
Received from sale of badges and bars.....	3.50
Received from sale of National Formulary.....	539.74
Received from interest on deposit and general fund.....	193.91
Received from interest on life membership fund.....	440.00
Received from sale of one bond (General Fund) and interest on same.....	1,012.56
Received from annual dues.....	4,410.00
Received from life membership fees.....	145.00
	\$8,595.40

Expenditures.

Proceedings.....	\$2,438.19
Journals for reporter on progress of pharmacy.....	43.94
Salaries.....	2,800.00
Premium on treasurer's bond.....	12.50
Section on scientific papers.....	8.68
Section on education and legislation.....	7.16
Section on commercial interests.....	8.84
Section on practical pharmacy.....	23.22
Committee on membership.....	7.21

Insurance.....	15.50
Printing and stationery.....	171.32
Miscellaneous expenses.....	211.04
Life membership fund.....	145.00
National formulary.....	315.50
Promissory note and interest.....	1,007.78
Cash to new account.....	1,379.52

\$8,595.40

The financial report of the secretary was presented and approved. The report showed that the Epitome of the National Formulary had not proven so popular as had been anticipated.

Wm. M. Searby, as chairman, reported that the Committee on Credentials had received and examined a number of credentials, finding some correct. The list was then read.

Geo. W. Kennedy, secretary of the Committee on Membership, presented the report of that committee, showing a large addition to the list of members. A regrettable feature of the report was the large size of the list of delinquents.

THE REPORT OF THE FINANCIAL ACCOUNTS OF THE GENERAL SECRETARY

showed that the expenses in connection with the Epitome of the National Formulary during the year had amounted to



W. M. SEARBY, PH.C.,

First Vice-President.

\$539.74 and the receipts to \$315.50, leaving a loss of \$224.24; but to offset this the committee has in stock 6,500 copies of the Epitome and the plates. The druggists of the country had, however, not taken as much interest in the Epitome as had been expected. The report was adopted as read.

Leo Elial submitted his report as chairman of the Committee on Revision of the U. S. P., which was referred to the Scientific Section.

THE STAMP TAX.

As chairman of the Committee on National Legislation, A. E. Ebert submitted a report rehearsing the history of the agitation against and the repeal of the stamp tax. The committee recommended that the committee be made a permanent one, reduced to three in number, the chairman to be located in Washington and the other two members in each of the larger cities of the United States. The recommendation was approved.

The report of the Committee on National Formulary was referred to the section on practical pharmacy.

H. P. Hynson submitted the report of the committee charged with the duty of arranging for a simultaneous meeting of the A. Ph. A. and the N. A. R. D., showing reasons why the project was not feasible, at least for the present.

On motion of A. E. Ebert an invitation was extended to the

N. A. R. D. to meet at Philadelphia simultaneously with the American Pharmaceutical Association in 1902.

Report on the Metric System.

The report of this committee recited the progress made toward the adoption of the metric system in the various departments of the National Government. The history of the Southard bill, which had for its object the adoption of the weights and measures of the metric system as the standard weights and measures of the United States, was told. This bill was shelved at the last session of Congress, but it was the hope of the committee that it might receive consideration at the coming session of the Fifty-seventh Congress. The report which was submitted by F. G. Ryan, chairman, contained as an appendix the complete report of the House of Representatives, including the bibliography of the documents presented to Congress from the year 1790 to 1896. The committee asked, or rather recommended, that this bibliography be printed in the proceedings of the association for the purpose of future reference.

The following report was submitted by A. E. Ebert for

THE DELEGATION TO THE MEETING OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

The undersigned delegates had the pleasure of attending the annual meeting of the National Wholesale Druggists' As-



GEO. F. PAYNE, PH.G., M.D.,

Second Vice-President.

sociation, which was held September 17 to 22, 1900, in the city of Chicago.

They respectfully report that they were kindly received and duly accredited as delegates, and in this capacity extended in your name to this sister organization a most cordial fraternal greeting and your best wishes for their welfare. We also told them that the American Pharmaceutical Association was ever ready to assist in work for the betterment of the general drug trade.

In response we were told that they, the National Wholesale Druggists' Association, were proud of the relation subsisting between the two organizations and proud of your friendship; and that they recognized the mutuality of interests which the American Pharmaceutical Association so thoroughly and so well represented by its professional labors for the common good of all branches of the profession, and that you could rely on the continuance of their fellow feeling and hearty co-operation in all of your undertakings and efforts in this direction for the future as in the past.

The report was signed by Paul G. Schuh, Cairo, Ill.; Henry Biroth, Chicago, Ill.; Robert M. Dodd, Milwaukee, Mich.; Thomas Layton, St. Louis, Mo.; Albert E. Ebert, Chicago, Ill., Chairman of Delegation.

The report of the delegation to the N. A. R. D. was submitted in writing by Wm. A. Hall, of Detroit, being read by the secretary, Chas. Caspari. The report rehearsed briefly the

proceedings at the Detroit meeting of the N. A. R. D. It was referred to the section on commercial interests.

Dr. A. B. Lyons presented his report as a delegate to the section on materia medica and therapeutics of the American Medical Association. C. S. N. Hallberg reported as delegate to the St. Paul meeting of the American Medical Association. He thought that it was possible that the methods pursued by the Medical Association might with great advantage be followed to a certain extent by this association.

Leo Eliel spoke concerning the advantages of South Bend, Ind., as a place for holding the meeting of the association in 1903.

Prof. Henry Kraemer having raised a question as to whether the change proposed for the Committee on National Legislation did not do away with the necessity for a Committee on Metric Weights and Measures, a resolution was passed to the effect that the latter committee was to be continued as heretofore.

The second general session was then adjourned.

SESSION OF COMMERCIAL SECTION.

Tuesday Afternoon:

Chas. A. Rapelye, of Hartford, Conn., called the commercial section of the association to order on Tuesday afternoon at 3.15, and called F. W. E. Stedem, his associate, to the chair, and proceeded to read his annual address as chairman.

The address was of unusual interest. After a reference to the advancement which pharmacy has made along professional lines during the life of the association, the speaker went on to say that the commercial conditions governing the practice of pharmacy to-day were not as favorable to the comfort and contentment of the pharmacist as they were when the association was founded. Then no competition existed, and commercial questions were the least of the troubles which the pharmacist had to confront. The relations between the scientific or professional and the commercial aspects of pharmacy were touched upon. In most lines of trade and manufactures, the commercial spirit is and should be paramount, but pharmacy combining as it does both the professional and the commercial features presents a problem that requires special treatment, and how best to foster and make prominent the professional feature and educate the people up to the idea that pharmacy was a profession and not purely a trade, and at the same time give to the commercial side the attention which was necessary to the successful conduct of business was the question that the chairman said confronted the pharmacist of to-day, as it was likely to confront him for some time to come.

In regard to the contention of some that the association elevated the professional side at the expense of the business or commercial, this criticism, the speaker stated, came from persons not well informed as to the scope of the association's work. The Section on Commercial Interests was originally planned to deal with the subject of cut prices, but this work had been taken out of its hands by the formation of the N. A. R. D., leaving the section more time to devote to the mercantile interests of pharmacy, which are pressing more and more insistently for attention.

The address was a lengthy one, and attempted to forecast in some measure the probable future work of the section. It attempted an explanation of the troublous times which pharmacists are experiencing. This is an age of intense commercialism he said, and it was not to be expected that pharmacy could avoid being drawn into the whirl. Pharmacy is as much governed by the laws of trade as is any other branch of commerce, and it cannot expect to escape competition (in some instances in its most vital part) from the grasping methods of the department store, which lays its hands upon anything which may in any way tend to advance its interests, without regard to the inherent rights of the smaller dealers.

The physicians' share in the demoralization of the pharmacist's business received allusion, and the Section recommended a campaign of education rather than the taking of any aggressive action against the dispensing physician. The chairman then paid his respects to the physicians' supply houses, and the canvassing methods of these firms were roundly condemned.

The advisability of manufacturing one's own line of proprietary preparations received passing mention, and the subject of advertising was touched upon, the whole address being of a most practical nature and containing many original and novel suggestions.

The address was referred to the Committee on Publication, and the same course was taken with the report of the delegates to the N. A. R. D. meeting.

Thos. V. Wooten, of Chicago, secretary of the N. A. R. D.,

was invited to address the section, which he did briefly, dwelling particularly upon the unity of interests which exists between the N. A. R. D. and the A. Ph. A., and the necessity for the existence of some organization to secure for pharmacists the commercial advantages to which they are entitled.

The Sale of Spices.

Advertising spices by druggists was the topic of a paper presented by F. W. E. Stedem, of Philadelphia. Mr. Stedem advocates the distribution of samples of spices with some such letter as that which follows:

Dear Madame:

It is my intention to have you use our spices, and with that view I inclose you a sample of powdered cloves and whole cloves such as I sell every day on demand, because of the spice trade. You will find it very much to your advantage to examine these samples carefully and to give them a practical test; they are in every way superior to the ordinary spices on the market, and are an earnest of all the stock we keep of that kind.

Your attention is directed to the fact that the legitimate source and supply of spices is the drug store; that we have every method known to science whereby we can determine the purity of the material, and, because of this advantage, you can buy with the assurance of getting the best always that can be had.

We do not wish you to think that cloves and spices is all that we have to sell. We direct your attention to our entire stock of drugs, remedies and sick-room supplies. It will be much to your advantage to favor us with your prescription work, assuring you that it will receive such attention as will insure best results. Our prescription department is conducted in such a manner as to eliminate errors, and our reputation in the past is sufficient guarantee that you will get what you want and that only.

Our prices on all things are so equable and just as to command your attention. Very truly,

The author presented a number of various schemes for advertising which had commended themselves to him.

Specimens of advertising from Dr. Gregory, of Buffalo, were shown, and the hearers invited to send their names to Dr. Gregory to put their names on his exchange list.

H. P. Hynson said that his firm pursued very similar tactics to those laid down by Mr. Stedem. He went to the physicians and found that it paid to do so.

Adolph Vogler said that he had recently seen a very clever advertising scheme for the distribution of samples of perfume, which consisted of using 00 gelatin capsules filled with samples of perfume, which were attached to a card for free distribution.

Both Mr. Stedem and Mr. Hynson condemned soda water.

Soda Water in the Drug Store.

C. A. Mayo said that he wanted to say something in defense of the soda water business, and cited the case of one druggist who sold 10-cent ice cream soda and had made money in doing so.

S. A. D. Sheppard told of a druggist in Troy who makes a specialty of soda water. He sells at 10 cents and although every one else sells at 5 cents he does a very profitable business, and he does so by making everything perfectly clean, scrupulously clean, in fact, and only serving the best of everything.

Dr. Geo. W. Sloan told his own experiences with ice cream soda water, which he sells at 5 cents and makes money. He used rock candy syrup, and preferred it to sugar syrup.

A. E. Ebert recommended the addition of one pint of confectioners' glucose to each gallon of simple syrup.

Prof. J. H. Beal presented a paper on the legal aspects of the question of restriction of trade by means of agreements.

S. A. D. Sheppard moved that the commercial section recommend the association to indorse the so-called Worcester plan, and recommend its adoption by the manufacturing pharmacists.

Wm. Mittlebach, of Booneville, presented a paper on containers, taking the ground that no separate charge for them should be made.

H. P. Hynson submitted a resolution to the effect that the section ask that the N. W. D. A. recommend its members to include the cost of containers in the price of their goods, which was carried.

A paper by Louis Emanuel, of Pennsylvania, on the profitable aspects of ethical pharmacy, was read by title, and referred to the Publication Committee, the same course being pursued with a paper by F. W. Partridge, of Maine.

THE ELECTION OF OFFICERS

resulted in the choice of F. W. Meissener, of La Porte, Ind., as chairman; E. G. Eberle, of Texas, as secretary, and F. B. Lillie, of Oklahoma; Chas. L. Meyer, Baltimore, and Wm. Mittlebach, of Missouri, as members of the committee. The section then adjourned.

THIRD GENERAL SESSION.

Wednesday Morning:

The third general session was devoted to a discussion of the exhibits and was presided over by Prof. Joseph P. Remington, chairman of the Committee on Exhibits. Professor Remington in opening the proceedings stated that the aim of the committee had been to procure for the members all the advantages accruing from exhibitions without any of the accompanying disadvantages, and he hoped that the efforts of this association would place the question of exhibits on a higher plane than it had ever before occupied.

Exhibits at the Meeting.

The first exhibitor called was the American Soda Fountain Company, represented by H. G. Gray. Mr. Gray said that



JULIUS A. KOCH, PH.G.,

Secretary of the Committee on Pharmaceutical Education and Legislation.

while he did not know until within a few minutes that he was to be called first he was not really surprised that this was the case, for his concern and its various branches were generally the first to be called upon by the pharmacists looking for a soda fountain or anything connected with a soda fountain or used at the soda fountain. The exhibit of this company embraced a handsome soda fountain in active operation with an automatic charging device.

The Appert Glass Co. was represented by S. T. Chrissy, who said that it has always been the complaint of the pharmacist and chemist that they could not obtain hollow vessels of glass of large capacity. These are now offered by the Appert Glass Co. in capacities from three to fifty gallons, and the uses to which they can put them are legion. They offer a glass vessel that is chemically inert, unaffected by climatic change and easily and quickly cleansed, and of unusual mechanical strength. He said that if his hearers would take a few moments to carefully read their printed matter he had no doubt but that you can find many uses for them other than those we mention. The exhibit included some very large glass jars.

The Wm. S. Merrell Chemical Co., of Cincinnati, O., was represented by R. W. Proctor, who described their exhibit, which embraces the derivatives of hydrastis and of gaultheria. In this matter of hydrastis derivatives he called attention to their hydrastine tartrate, which is soluble but not hygroscopic. He also directed attention to the pure phosphate of berberine, a soluble but not hygroscopic salt.

Prof. C. S. N. Hallberg submitted a report upon an exhibit

of Subcommittee X of the Committee of Revision of the Pharmacopœia, showing the result of the experiment of the committee with different formulas for various ointments.

The exhibit of Rosengarten & Sons, of Philadelphia, was described by the chairman, Professor Remington, in the absence of the representative of the exhibitors J. Gleichmann, who was confined to his bed from illness. The exhibit embraces a line of the salts of the alkaloids derived from the cinchona barks.

Parke, Davis & Co. was represented by T. G. Ryan, who described their exhibit, which was restricted to one item, adrenalin. This is made by taking the gland, grinding, macerating with successive portions of hot water, and straining the liquid. This is heated to boiling, the solution filtered from the coagulated matter and the filtrate evaporated in vacuo. The residue is again dissolved and this solution mixed with five or six times its own volume of alcohol, the precipitate dissolved again in very dilute acid, this again precipitated, collected and dried out of contact with air. It must not be allowed to come into contact with air. The solution on the market should be protected from the air, but the only precaution necessary is that when used in atomizer only sufficient for use for one day should be put in at one time, as it is decomposed by air blowing through it.

The Liquid Carbonic Acid Mfg. Co., represented by T. B. Rains, had a very attractive onyx soda apparatus, showing all the latest improved devices, including an automatic charging apparatus, tilting jars, etc. The various specialties of the company, including Grape Cola, were shown.

Sharpe & Dohme were represented by A. J. F. Christian, who laid particular stress upon the claims of their house for priority in the exhaustive studies of *cascara sagrada*. The exhibit shown by this firm was most attractively displayed and evidenced a great deal of taste and skill. It embraced specimens representing all the various lines of pharmaceutical preparations manufactured by this firm, especial attention being paid to the elegant tablets, etc. An interesting feature of the exhibit was a 16-oz. jar filled with Pil Lapactic, which was to be presented to the visitor who could guess nearest to the number of pills actually contained in the bottle.

The Horlick Food Co. was ably represented by C. M. Phelps, who directed especial attention to the dispensing equipments furnished free of cost to druggists for dispensing Malted Milk.

The Mallinckrodt Chemical Co. had for its spokesman L. G. Blakeslee, who directed attention to the fact that this firm was the pioneer manufacturer of fine chemicals in the West. The exhibit shown embraced a complete line of the alkaloids of opium and cinchona, with the salts of those alkaloids. Much interest attached to the rarer of the alkaloids shown and the character of the crystals exhibited.

The Massachusetts College of Pharmacy exhibited a collection of old Pharmacopœias, forming a part of the Sheppard Library, which were collected by S. A. D. Sheppard and presented to the college. Mr. Sheppard had made this collection at great trouble and expense and received much assistance from the late Dr. Chas. Rice. An interesting feature of this exhibit was the form in which it was made, particular attention to which was paid in a few remarks by Mr. Sheppard, who explained that the collection had been in the college library for some three years without attracting any attention from the students whatever. Being dissatisfied with this, Mr. Sheppard had made a set of handsome red morocco boxes, the exterior of which resembled an ordinary book cover and which bore in English the title of the book contained within and the country of its origin and the date of its publication. As soon as the Pharmacopœias had been placed in these special covers, which in no wise interfered with the ordinary cover or binding but simply acted as containers or files, the students were attracted to the collection and began to take a very active interest in it. He mentioned these facts in order to direct attention to the importance of externals in even library work.

The Smith, Kline & French Co., of Philadelphia, presented an exhibit of most unusual character, the main feature of which was a collection of adulterated drugs which had been offered for sale to this firm. The collection also embraced a number of rare and fine specimens of drugs and chemicals, and the partial description which it was possible for L. F. Kebler, the superintendent and chemist of the firm, to give of the exhibit in the five minutes allotted to each exhibitor was so interesting that the association requested Mr. Kebler to continue his remarks at the scientific section. In one case of adulteration discovered Mr. Kebler stated that the vender of the adulterated drug not only accepted the drugs which were returned to him, but without question paid all the shipping charges and a charge of \$25.00 for the

analysis upon which the refusal to accept the drugs was based.

The exhibit of Johnson & Johnson was nothing like so complete as had been expected, but the chairman, Professor Remington, explained that owing to the illness of F. B. Kilmer, the chemist of that firm, who was an active member of the association, the local representative had been compelled to depend for his display wholly upon such goods as he could obtain from the local jobbers.

The Meyer Bros. Drug Co. were represented by J. W. Estes, who cordially invited all the visitors to visit the warehouses of this firm and to make themselves perfectly at home there.

The Mellin's Food Co. had as spokesman Howard Goodwin, who described Mellin's Food as a cereal extractive for the modification of fresh cow's milk, made in strict accordance with the formula of Baron Justus Von Liebig. He said that Mellin's Food consists of the carbohydrates, maltose and dextrin, albuminoids and salts freely soluble, absolutely free from starch, cane sugar, glucose or any other indigestible matter. When added to fresh cow's milk Mellin's Food so modifies the cow's milk as to make a food answering chemically and physiologically to the needs of an infant. No infant food has ever



THOMAS LAYTON.

Member of the Committee of Arrangements.

been invented by a reputable physiological chemist since Liebig's time, and no authority disputes the science of the Liebig formula, though it could be said that the extemporaneous preparation was rather difficult for the mother. Mellin's Food has made it possible for the mother to prepare this formula with the greatest ease and simplicity and in a way that meets all its requirements. He then went into the chemistry of digestion and showed a tube demonstrating the effect of the food on the coagulation of milk.

E. R. Squibb & Son were represented by J. Percy Remington, who made a brief but spirited address on the advantages offered by acetic acid extracts over those made with alcohol. He directed attention to the undoubted advantage of the acetic extracts in ergot and nux vomica, where practically a free extract was obtained by the use of 10 per cent. acetic acid in making the extraction.

Merck & Co. were represented by A. W. Stewart, who very briefly thanked the members for the opportunity of giving, and referred them to the exhibit itself as being more interesting than anything that might be said of it. The exhibit outside was seven by nine feet, in the center of the exhibition hall, and consisted of a pyramid nine feet in height, capped by two two-gallon bottles containing twenty-nine pounds of cocaine, valued at \$2,700. On the fore side of the pyramid was displayed 400 bottles of Merck's chemicals, the bottles varying from one ounce to one pound in size. Around the base of the pyramid were arranged eight two-gallon bottles and eight two-pound bottles filled with Codeine Sulph., Sparteine Sulph., Dionine, etc. Each of these bottles contained from two

to twelve pounds of the drugs and was valued from \$350 to \$700 at the current market rates, the total value of the exhibit being in the neighborhood of \$10,000 or \$12,000. The exhibit also embraced a display of the various gold medals which had been awarded to Merck & Co., and the diplomas from the several world's fairs at which they had made exhibits. The exhibit of cocaine exacted especial attention on account of the large quantity shown.

The Philadelphia College of Pharmacy had a small exhibit of relics of some historical interest, such as books, etc., which were explained by Professor Remington. This exhibit embraced a volume of original notes on the Pharmacopœia revision in the handwriting of the late Professor Procter.

H. K. Mulford Co. were represented by Jos. W. England, who devoted his remarks wholly to diphtheria antitoxin, its method of preparation and preservation and its use and dose. The exhibit made by this firm was devoted wholly to this branch of their business and included photographic views of their biological laboratories, vaccine farms, etc.

The St. Louis Granule Co. was represented by F. L. Pope. This firm manufactures a full line of effervescent granules, and Mr. Pope claims for their effervescent granular salts that they are made by a new dry process which possesses many values over the method heretofore followed. The exhibit embraced a very attractive line of granular effervescent salts.

Prof. Albert Schneider, of the School of Pharmacy of the Northwestern University of Chicago, described briefly his exhibit, consisting of some fifty pen and ink drawings which illustrate the important histological characteristics of the vegetable drugs. These drawings form part of a lot of about one hundred and fifty, which, together with the requisite text, will be published by the author in book form.

The Adam Suppository Co., of Bradford, Pa., exhibited their simple and compact suppository machine, which is built upon a wholly new line and which attracted much and very favorable comment. The machine consists of a hollow cylinder, the lower end of which is of the proper size and shape to mold a suppository and the upper end of which has a solid flattened head similar to the handle of a pestle. A plunger of small diameter provided with a pin upon its side which catches in a slot serves to eject the finished suppository from the mold. The cacao butter is grated with a coarse grater and the necessary medicament added and mixed in a mortar in the ordinary way. The mold is then pressed down into the mass until filled and the finished suppository is then ejected with the pin referred to.

Announcement was then made by Dr. Enno Sander of a trip to Arcadia and Iron Mountain which had been provided for the visitors without any cost by the local Committee on Arrangements, and the session then adjourned.

FOURTH GENERAL SESSION.

Thursday Morning:

The morning session was called especially for the purpose of the presentation of the resolutions in respect to the memory of the late President McKinley, and the first and only business enacted was the receipt of the report of the committee charged with the preparation of these resolutions. This report was submitted by C. B. Lowe, and he, as chairman, proposed the adoption of the following preamble and resolutions:

Whereas, The President of the United States has issued a proclamation, saying: "A terrible bereavement has befallen our people. The President of the United States has been struck down, a crime committed not only against the Chief Magistrate, but against every law abiding and liberty-loving citizen.

"President McKinley crowned a life of largest love for his fellow men, of most earnest endeavor for their welfare, by a death of Christian fortitude; and both the way in which he lived his life and the way in which, in the supreme hour of trial, he met his death, will remain forever a precious heritage of our people.

"It is meet that we, as a nation, express our abiding love and reverence for his life, our deep sorrow for his untimely death.

"Now, therefore, I, Theodore Roosevelt, President of the United States of America, do appoint Thursday next, September 19, the day on which the body of the dead President will be laid in its eternal resting place, as a day of mourning and prayer throughout the United States. I earnestly recommend all the people to assemble on that day in their respective places of divine worship, there to bow down in submission to the will of Almighty God, and to pay out of full hearts their homage of love and reverence to the great and good President whose death has smitten the nation with bitter grief. In witness whereof I have hereunto set my

hand and caused the seal of the United States to be affixed.

"Done at the city of Washington the 14th day of September, A. D. 1901, and of the independence of the United States the one hundred and twenty-sixth.

"[Seal],

THEODORE ROOSEVELT.

"By the President—John Hay, Secretary of State."

Now, therefore, be it resolved by the American Pharmaceutical Association, in annual session assembled, that its proceedings are hereby suspended and deferred until after the conclusion of this day of grief and prayer, that we may unite with the whole people in humble submission, reverently repeating the last words uttered by him who so resignedly and lovingly gave up his life in the faithful service of our country and of all of its inhabitants: "It is God's way; His will be done, not ours." Be it also

Resolved, That we tender our heartfelt sympathy to Mrs. McKinley, who during the life of her husband was the object of his most tender regard and care, and that while we mourn with her we cannot forget that our late President still lives, that he has been but translated to a higher sphere. Be it further

Resolved, That as loyal and law-abiding citizens of this great republic of the United States of America we hereby renew our allegiance to the Government and pledge our earnest endeavor to repress and stamp out both



H. F. A. SPILKER,
Member of the Committee
of Arrangements.



L. A. SEITZ, PH.G.,
Member of the Committee
of Arrangements.

anarchy and anarchical sentiment, so that no dark shadow may ever in this way fall upon our country again.

The resolutions were adopted by a standing vote, and the association adjourned.

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

Thursday Morning:

Immediately after adjournment of the fourth general session the section on Practical Dispensing and Pharmacy was called to order by Chairman Hynson, who delivered his annual address.

Practical Dispensing Notes.

After an introduction of a general character Chairman Hynson said:

Advanced medicine requires and stimulates advanced pharmacy.

There may be some question as to the justice or the advisability of the pharmacist undertaking the examination of pathological specimens; whether or not, it is within the legitimate scope of his operations to assist in making diagnoses; but there can be no possible objection to him supplying the means for executing the processes by which conclusions are reached. Chemical apparatus, microscopes and microscopical accessories are profitable and creditable stock for the sales department, while the preparations of reagents, volumetric solutions, test solutions, microscopic stains, etc., can be prepared in his laboratory with perfect consistency and profitable satisfaction.

Physiological chemistry compasses nearly all the chemical operations of the physician, and, besides the reagents purchased of the larger manufacturing chemist—for the quality and strength of which the pharmacist must be responsible—there are not a great many to be made by him, yet these should help to keep his laboratory busy.

Fehling's solution should, no doubt, be supplied in two parts, unless expressly ordered completed. The containers for these solutions and all other reagents should be glass stop-



WM. MITTELBACH,

Member of the Section on
Commercial Interests.

pered bottles, as these add so materially to the appearance of an outfit.

Purdy's solution, at one time very popular, is occasionally called for, and much of Gensberg's test for acid hydrochloric is used, as are the solutions for the diazo reactions and the principal indicators.

Although no great variety of volumetric solutions are called for, quite a quantity of decinormal sodium hydrate solution is sold, and while these solutions require time and care for adjustment, experience in this, as in everything else, gives facility. A standard must, of course, be at hand, and carefully recrystallized acid oxalic, the first time from alcohol, seems the most satisfactory; these solutions

should be verified if more than a few days old.

Volumetric analysis is far less intricate than the uninitiated imagine and can be accomplished with fair accuracy by the average pharmacist after a moderate amount of practice. Ability to use this method of estimating opens up many interesting and profitable avenues to the retailer.

The microscope is so generally used in medicine to-day that it is almost as necessary to be able to supply physicians' stains and accessories as it is to fill prescriptions. The variety of stains is not large for ordinary demands, and not more than six or eight need be kept made up. Gabbett's stains, carbol fuchsin and methylene blue, Erlich's triacid stain, Jenner's gentian violet, hæmatoxylin-alum, and Tolson's dilution solution are among the more prominent; success in their preparation depends largely upon the quality of the dry colors used. Ordinary commercial anilin will not answer; Gruebler's are the best to be had, and although comparatively expensive can be used and still a good profit secured. Formulas for all these stains, reagents and solutions can be found in almost any modern work on pathology; "Simon's Clinical Diagnosis" is the best we have ever seen, and Von Kalden is good. Some of the processes for making them seem odd and unpharmaceutical and may, in many instances, be modified to advantage. Erlich's triacid blood stain is, perhaps, the most difficult to prepare; the prescribed manipulation can be simplified by an accomplished pharmacist. Jenner's is simple but tedious in preparation and is becoming very popular for blood examination.

In addition to products used in chemical and microscopical examinations, others, just a little out of the ordinary, may be supplied. Physiologically normal salt solution may be kept on hand, sterilized in 500 Cc. and 1 litre Florence flasks, respectively. Salt tablets for making this solution are also popular. Thompson's bladder irrigating fluid and Müller's preserving liquid are sold in large quantities. Loeffler's solution, used in diphtheria, is easily made and keeps well. Solution of adrenals, properly preserved, are in great demand. Mucilaginous lubricants for surgeons are a late requisite; Iceland moss with glycerin is most largely used, dispensed in collapsible tubes; these lubricants must be sterile and antiseptic. Green soap, in tubes, should also be sterile; before filling tubes, the screw of cap and neck should be coated with petrolatum, and great care used to keep any of the soap off of the outside of the tube; the reason for this will, no doubt, be obvious.

Nebulizing solutions or liquids are more and more used and should be prepared by every active pharmacist. Formulas can be easily had from the manufacturers of the nebulizers, and good judgment and pharmaceutical skill only are necessary to win success in their preparation.

Ability and facility in making chemical analyses and determinations are of immense advantage to the retail pharmacist doing a sufficiently large business. It is a telling advertisement to be able to examine and report upon a questioned tablet, capsulated powder or suspected solution. It is often a protection to one's self to be able to prove that doubts regarding a prescription are unfounded. Very recent instances are remembered of being compelled to examine bismuth and sugar powders, sulphonal capsules, solution of homatropine hydrobromate, tablets of cocaine hydrochloride, tablets of iron, arsenic and strychnine. It is also often a protection in business competition. When one proves to a customer that a competitor is supplying tincture of ferric chloride containing but 50 per cent. of alcohol, or tincture of iodine made of wood alcohol and containing but 5 per cent. of iodine, he is doing a good deal to help his business interests. Quite profitable is it when a pharmacist can go in the open market and buy chemicals and assayable products at 25 to 50 per cent. below the price of standard brands, prove their purity and worth, making all the while a reputation for himself and establishing a brand of his own.

These are a few of the possibilities of the pharmaceutical laboratory which I believe are not generally practiced, and to which may be added many more by others with larger experience.

All this, taken in connection with the decline in specification, offers a large field for laboratory operations; enough, in an establishment doing an average business, to keep one person profitably employed during regular business hours.

The motive which leads me to present these notes must quickly disarm criticism, since their presentation involves no greater ambition than to be plainly commonplace and helpful, to lend encouragement to those who could do much better, but persistently withhold the wealth of information and valuable experiences they could offer.

Ninety per cent. of these notes have been collected within the last year, and more than as many important occurrences have escaped record or memory. Those collected, which will be given without any effort to systematically arrange them, are as follows:

Either boric or salicylic acid can be added to a solution of cocaine muriate without causing trouble, and are desirable preservations, but if both acids are added a precipitate occurs. Why?

From a mixture, no matter how prepared, of quinine sulphate 2 drs., iron sulphate $\frac{1}{2}$ dr., magnesium sulphate 1 troy ounce, dilute sulphuric acid 3 fld. drs. and water enough to make 3 fld. ounces, the alkaloid will be precipitated; but if hydrochloric acid be substituted for the sulphuric, a perfectly clear and permanent solution results, due, of course, to the greater solubility of quinine di-hydrochlorate, the bi-sulphate not being sufficiently soluble in the strong solution of magnesium sulphate.

An attempt to make gelatin lozenges containing orthoform proved that this substance entirely overcame the gelatinizing power of the gelatin. Tragacanth and sugar base had to be used.

A permanent and satisfactory solution of gelatin and salt for venous infusion may be made by dissolving 2.5 per cent. of the former in water and adding .08 per cent. of sodium chloride, C. P., and sterilizing thoroughly.

The sterilization of fluids for subcutaneous medication and surgical uses is best effected by placing the cork very lightly in the bottle, and covering it with a considerable quantity of absorbent cotton, which is tied over with gauze. The bottle is then kept in boiling water or in an active sterilizer for thirty minutes or longer; the heating is repeated the following day, if time is allowed, when the cork is tightly pushed in place without removing cotton or gauze.

Neither morphine nor its salts can be made to dissolve in petroleum oil; heat, chloroform or oleic acid are of no assistance.

Occasionally it happens in making pills of mercury and chalk that the mercury separates into noticeable globules. This results from excessive kneading of the mass or poorly made gray powder.

Camel hair pencils are frequently ordered to be fixed in the cork of bottles containing collodion. Care should be taken that silk used in wrapping the hair does not contain coloring matter soluble in ether, or the collodion will be greatly discolored.

Care should be taken to cleanse the bulbs of eye droppers dispensed with eye solution; much of the trouble with these solutions is due to the dropper. Bulbs made of pure antimony maroon rubber are the most desirable to use.

In filtering eye solutions the best chemical paper should be used and, in addition, a small piece of long fiber absorbent cotton placed in the neck of the funnel will catch much of the fiber, which is difficult to get out of the solution. The running over or out of filtering liquids, due to the non-escape of air from bottles, can be prevented by using long stem funnels and by keeping the necks of the bottles dry.

When one receives a request from a customer, sending a recipe for a hair tonic containing small amounts of oil of lavender and rosemary: "Please put something in to hide the disagreeable odor of the oils," would it be wrong to simply omit the oils? The answer must be based upon the worth of these oils as hair restoratives, of course.

Remember that a mixture of Glycothymolin and Kennedy's colorless extract of white pine will effervesce.

Strong solutions of salts in aromatic waters have a cloudy appearance because the full amount of oil will not remain in solution. This can be avoided by using not quite all (90 per cent.) of the water prescribed and making up the quantity with distilled water. Add 5 per cent. of the latter to the salt and the balance to solution after it has been strained. This strongly applies to camphor water.

For making strong solutions of quinine sulphate, acid

hydrochloric, naturally, answers much better than acid sulphuric.

Lead acetate with alum or zinc sulphate makes a paste or mass which cannot be dispensed as intended, for making solutions. The dried salts might be used, but were objected to by the physician, and the substances were dispensed in separate packages with directions.

A good general rule for selecting suspending agents is to use acacia for non-alcoholic liquids and tragacanth for all solids and alcoholic fluids.

Better and quicker results can be secured in the Hayden process for salol coating pills if a few drops of alcohol are added to the pills from time to time while the smoothing is in process.

Equal quantities of calcium glycono-phosphate and the 25 per cent. aqueous sodium glycono-phosphate can be made into a mass and capsulated. The capsules will stand indefinitely.

White turpentine, softened with alcohol, makes a better ointment than when softened by heat.

Gum asafetida should be kneaded with water until sufficiently soft, when it is to be made in mass with powdered substances.

Saturated solutions of mercury succinimide must be considerably diluted before they will hold even 2 per cent. of cocaine hydrochloride.

Bicarbonate, not carbonate of potassium, must be used for making solutions of arsenious acid, as may have been noticed by those who have prepared the Hoff cure for consumption.

Saturated solutions of potassium iodide mix with equal quantities of tincture of cinchona comp. without precipitation, though water is employed; further additions of water cause precipitation.

Only one elixir of iron, quinine and strychnine on the market will remain clear when mixed in equal quantities of U. S. P. syrup hypophosphites; this same make will hold large quantities of sodium sulphate in solution. It contains free hydrochloric acid. There are instances of the same prescription appearing differently when prepared in different stores.

Acid carbolic, when added to Goulard's extract, causes a heavy mass to precipitate, which can be prevented by first dissolving the acid carbolic in a little glycerin.

The mixture containing bismuth subnitrate and sodium bicarbonate is well known and understood. When sodium carbonate, not bicarbonate, is prescribed with bismuth, the sediment becomes as hard as marble and cannot possibly be shaken into the fluid.

What is meant by a 10 per cent. solution of formaldehyde or Formol; 10 per cent. of either of these to 90 per cent. of water, or either reduced to one-fourth its normal strength?

To make a pill of extract of ergot and potassium permanganate, it has been suggested that a sugar coated pill of the potassium salt could be used and the extract worked around it.

It may not be generally known that solutions of zinc chloride may be made clear by the addition of just sufficient acid hydrochloric to dissolve the carbonate present.

Chloretone is not soluble in petroleum oil, but when dissolved in a fixed oil the solution will mix with the liquid petroleum in fair proportions.

Eucaine B. dissolves in solution of adrenaline hydrochloride without objectionable pharmaceutical behavior. Adrenaline hydrochloride cannot be dissolved in petroleum oil alone, or by aid of chloroform heat or oleic acid.

These are just about half of the notes of which I wrote in opening, yet I forbear to give more. Since they are intended to be simply instructive and suggestive I will close with two from the manufacturing department.

Most of the soluble preparations on the market are entirely too acid to be permissible in elixirs of pepsin and bismuth, and are no doubt the cause of so many failures with these preparations. Such must be nearly neutralized with sodium bicarbonate before they can be used. An examination of several specimens made by three different leading manufacturers were found to contain 8.0, 2.2, 7.0, 7.8, 2.3, 3.2, 1.1 per cent, respectively, of acid hydrochloric.

In making aromatic spirit of ammonia, if the solutions are made and allowed to stand for four days instead of twenty-four hours and then the ammonia solution added in small portions to the alcoholic solution, allowing the mixture to stand fifteen or twenty minutes after each addition, none of the usual precipitate will be formed at the time, and very little, if any, after a long standing.

In conclusion I wish to thank H. A. B. Dunning, manager of our prescription department, and Messrs. Singer and Hanrahan for many of these observations and for much of the work done.

PAPERS READ BEFORE THE SECTION.

At the conclusion of the address the chairman called upon Wm. Kaemmerer, of Columbus, Ohio, who read a paper of the title, "How Can We Increase Our Prescription Business?"

The author showed a full line of standard pharmaceutical preparations, including elixirs, capsules, pills, infusions, etc. He stated that he put in all his spare time in calling on physicians with a few samples. He tells the physician that he has nothing to sell and nothing to give away, that he has no new medicines to introduce to him, but merely wants to show him something of the work he can do in the preparation of pharmaceuticals. He shows the character of the select tears of asafetida which he uses, costing \$1.65 per pound, instead of the commoner grades of which he also shows samples containing sticks, stones, etc., and costing only 40 cents per pound. He also shows ointments, paying particular stress upon the high quality of the oxide used in making oxide of zinc ointment. The best is always furnished. In concluding his talks he always gives an assurance that if the doctor prescribes any specialty, such as Listerine, he will get precisely what he prescribes. The author explained that the formulas used in the large line of preparations shown were appended to the paper for publication if this was found desirable. His 100 per cent. sodium phosphate solution was made from dried phosphate and without the addition of any foreign chemical. It was slightly acid, which enabled one to make from it an effervescent draft by the simple addition of sodium bicarbonate.

A. B. Stevens, of Michigan, said that the question of cost was comparatively unimportant as compared with the question of quality and with the advantage accruing from the improved relations established between the doctor and the druggist by such work as was being done by the author.

L. E. Sayre, of Kansas, spoke of the great advantages which accrue to the pharmacist from getting into close touch with the physicians and cited his own experience as confirming this view.

The paper was discussed with warm approbation by Wm. C. Anderson, W. L. Scoville, A. E. Ebert, L. E. Sayre, Jos. Lemberger, J. N. Hurty and C. S. N. Hallberg, of the council. Dr. Sander was called upon to address the meeting. He began his remarks with a glowing tribute to the success won in practical pharmacy by Miss Josie Wanous and commended her example to other young people. He was tendered the thanks of the section for the prize.

A communication was read from Enno Sander, offering an annual prize of \$50.00 for the best work done in the section on practical pharmacy and dispensing, which offer had been accepted. A formula offered by Eugene Dupuy, of Detroit, the oldest member of the association, aged 84, was read by the chairman and referred to the Committee on Publication with a request that it be published.

Elixir Potassium Bromide.

H. F. Hassebroch read a paper on the N. F. elixir. He objected to the change of color in the preparation. He recommended that the National Formulary Committee be requested to return to the formula of 1888. This was referred to the Committee on National Formulary.

F. S. Hereth, of Chicago, urged upon the committee the necessity of avoiding any change in the color and taste of any preparation whatsoever.

The following resolution was offered by Caswell A. Mayo and was adopted:

Resolved, by the Section on Practical Pharmacy and Dispensing that, unless the most important advantages accrue from the change, no alteration should be made in either the color or the taste of any of the preparations of the National Formulary, and that this resolution be transmitted to the Committee on the National Formulary.

F. W. E. Stedem read a paper on the externals of pharmacy, showing the great advantages of nice packages. In connection with this there were shown a number of packages of drugs and preparations, and the methods used in receiving prescriptions by a number of different pharmacists throughout the United States.

H. P. Hynson pointed out the great success achieved by him with a spiral eye package, with place for dropper. Many eye droppers have a little talcum powder left in the rubber bulb and this gets into the liquid. He not only uses pure rubber bulbs, but always has them washed out. He used a Williams typewriter for writing labels and with the most satisfactory results.

Dr. Pettit questioned the elegant package for country trade. The countryman fears he is being charged for the package.

Leo Eliel said he had cartons for different sized bottles, but these are blank and the necessary label was pasted on. He agreed with Dr. Pettit that the countryman is inclined to kick at the elegant package. It was best to wrap up his salts and, if possible, to wrap it in brown paper.

Miss Hall did not agree with Dr. Pettit and Mr. Eliel. She thought that the countryman appreciated the nice package as much as anybody.

Theo. C. Loehr, of Carlinwell, Ill., said that the country customer not only fears being charged for fancy packages, but fights shy of the store with very elegant fixtures.

W. M. Searby, of San Francisco, asked what to do when Epsom salts were advertised at 2½ cents per pound, etc.?

W. C. Anderson, of Brooklyn, in reply said that he had two qualities, one which he could sell at 2½ cents, but did not, and one which could and did sell at 10 cents per pound.

Miss Wanous said that she found the most satisfactory method to meet this sort of thing was to say that she kept but one kind, the c. p. kind, and any one wanting cheaper goods should go elsewhere.

Some selections on a paper on prescription difficulties were read by Mr. Hynson and discussed, and a paper by Frederick T. Gordon, U. S. N., on the effect of glass containers on medicines was also read.

The snap shot suppository was shown and described by Mr. Stedem, and the section adjourned to 9 o'clock Friday morning.

FIRST SESSION OF THE SCIENTIFIC SECTION.

Thursday Evening:

The first session of the Scientific Section was called to order at 8.30 Thursday evening by the chairman, Prof. Oscar Oldberg, of Chicago, who, calling to the chair Prof. Wm. A. Puckner, of Chicago, read his address as chairman of the section.

THE CHAIRMAN'S ADDRESS.

The chairman said that if the character of the papers submitted to this association could be taken as a guide, there was no reason to complain of the progress of pharmacy in the United States, but, unfortunately, an analysis of the records of the association show that during the past ten years out of 271 papers submitted only 30 were contributed by practicing pharmacists, a most regrettable record for the practicing pharmacist.

The chairman announced that the number of papers received at the last moment had grown to the unprecedented number of 32, and that as the programme had been arranged when a much smaller number of papers were expected it would be necessary to exercise great economy of time in conducting the section.

The committee on the Ebert prize reported that none of the papers submitted at the Richmond meeting were worthy the prize.

Prof. L. E. Sayre submitted his report as chairman of the special committee on the introduction of antitoxin into the United States. The committee's report was a voluminous one, embracing 41 replies from 215 letters sent out. The text of the German Pharmacopœia specifications for antitoxin was presented, with approval in so far as they are applicable in this country.

The committee recommended that antitoxin be introduced into the Pharmacopœia, and suggested that all manufacturers shall state on their labels certain things which they now do. The Pharmacopœia should prescribe the unit of strength and the number of the units per cubic centimeter. The committee recommended that the report be submitted to the chairman of the Committee of Revision of the U. S. Pharmacopœia. The report was accepted and its recommendations adopted.

Jos. W. England, of Philadelphia, read a paper on antitoxin, in which he recommended the dating of each vial of antitoxin as better than the rather complicated numbering system adopted by the German Pharmacopœia. He outlined the methods used in preparing, preserving and using the remedy. In the United States 1,000 to 3,000 units have been used as a curative dose. A much lower dose is given in Europe, a difference which probably accounts for the much better results obtained in practice in the United States as compared with those obtained in Europe. The tendency toward larger doses should be recognized in the United States Pharmacopœia if antitoxin is to be introduced. Since no ill effects follow the administration of large doses, the only danger to be guarded against is the use of too small a dose.

Leo Eliel, of South Bend, Ind., submitted his report as chairman of the Committee on Revision of the United States Pharmacopœia, which was referred to the Committee on Revision.

Report on Revision of the Pharmacopœia.

The following is the report submitted by the Committee on the Revision of the United States Pharmacopœia:

Ung. Hydrargyri Nitratis.—There is some complaint regarding the present formula. The formula of 1870 (Lard and Neatsfoot Oil) was satisfactory, and a return to this formula is recommended. The alkaloid of sanguinaria is used to a large extent, and should be made official.

The directions to melt and soften aloes in the manufacture of Compound Extract of Colocynth should be omitted.

The Resin of Jalap should be used in the manufacture of Compound Cathartic Pills, instead of the Extract.

The strength of Chlorinated Lime should be reduced from 35 to 25 per cent.

Spirits of Ammonia.—By the official method of preparation none stronger than 2 per cent. can be made in laboratory work. In order to make a 10 per cent. preparation it is found necessary to pass Ammonia Gas into Alcohol several hours under pressure, the receiver being closed with a mercury safety tube outlet.

Salicin should be defined as a glucoside (see Voswinkel's work, "Berl. Dtschr. Ph. Ges.," 1900, p. 31).

Aromatic Waters prepared with Calcium Phosphate Prec'd do not keep as well as those made by the cotton process. The hot water process is recommended.

Mass of Mercury.—In making this the metal can be more quickly extinguished by using about three times the Pharmacopœial quantity of Glycerin mixed with Honey of Rose. The finished mass will be too soft, but can be easily hardened by placing between folds of bibulous paper for a few hours.

Wax.—The resin test for wax should be changed to direct that the alkaline solution be filtered through glass wool or asbestos (see "A. J. P.," 1900, p. 74).

We desire at this time to refer to the suggestions previously made by this committee, and to especially emphasize the following, deeming their character to be such as to merit your most careful consideration at this time:

1st. That granulated Opium be used for the Deodorized and Tincture of Opium, and the use of Precip'd Phosphate of Calcium omitted.

2d. Deprive the seeds of Colchicum and Strophanthus of their oils before the preparation of the Tincture.

3d. Adoption of the formula given in the report of this committee, 1895, for Sapo Mollis.

4th. Standardization of essential oils as suggested, 1896.

5th. Change standard of Linum, Sinapis Alba, and Sinapis Nigra, for reasons given in report, 1896.

6th. Tincture Nux Vomica. Returning to formula of 1880, retaining the standard strength as in the 1890 edition.

7th. Standardization of Podophyllum, Prunus Virginia, Sanguinaria, Sarsaparilla, Quillaja, Senega, Strophanthus, 1897.

8th. The report of 1898, paragraphs 1 to 13 inclusive, are especially referred to the Committee on Revision for their consideration.

9th. The same report, referring to the report of 1896, on which no action was taken—viz., to dismiss all tinctures having a fluid extract of the same drug official, and all fluid extracts having a tincture of the same drug official, and substitute for such tinctures and fluid extracts a 50 per cent. tincture under distinctive title.

10th. Paragraphs 16 and 17 of the same report, referring to Spirits Nitrous Ether and crude Carbolic Acid.

11th. Report of 1899, paragraph 1, referring to present formula for Cold Cream.

We submit that general suggestions in this (1899) somewhat lengthy report are of sufficient importance to receive



WM. A. PUCKNER, PH.G.,
Committee on Scientific Papers.



E. L. PATCH, PH.G.,
Chairman Committee on the
Ebert Prize.

the most careful consideration of the final Committee on Revision, especially so because no discussion was had on any of the suggestions.

OFFICERS OF THE SECTION.

The nomination of officers being in order, Lyman F. Kebler, of Philadelphia, and W. A. Puckner, of Chicago, were nominated for the chairmanship; and Jos. W. England, of Philadelphia, and Francis Hemm, of St. Louis, were nominated for the secretaryship.

Papers Read Before the Section.

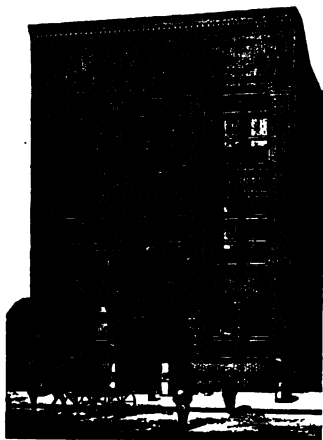
H. M. Gordin presented in abstract a paper upon the so-called "Pure Berberine of Gaze," in which he arrived at the conclusion that the product of Gaze's process is not what it purports to be but is berberine hydrochloride.

He found that while a diacid alkaloid when in the form of sulphate on adding potassium iodide the berberine becomes monobasic. This is different from the behavior of berberine prepared in the ordinary manner.

The hydrochloric acid, which produces the hydrochloride, is obtained in Gaze's process by the decomposition of chloroform by the alkaloid berberine which is a very strong alkali instead of a weak one as is generally stated. This indicates a possible danger, always present in treating alkaloids with chloroform. An examination, however, showed that no appreciable decomposition of chloroform by alkaloids occurs except in the case of piperidine, a powerful alkali.

THE CORRECT NAME OF BERBERINE.

Professor Lloyd said that the correct name of berberine was hydrastine, a name given to it by Raffinesque in 1828.



BUILDING OF THE ST. LOUIS COLLEGE OF PHARMACY

Wherever "hydrastine yellow" is called for it is berberine that is wanted.

Three papers were read by Robert Fischer on the alkaloids of *escholtzia*, *sanguinaria* and *glaucium*.

An abstract was read by Prof. A. B. Stevens of a paper by Professor Schlotterbeck, of Ann Arbor, upon "*Argemona Mexicana*." Two different authors have reported the presence of morphine in the drug. Professor Schlotterbeck gave the details of the processes followed by him. He found present in the drug the alkaloid berberine, and a peculiar white alkaloid in very minute quantity, which is apparently protopina. No morphine was found.

A contribution to the chemistry of *Stylophorum Diphylum*, by J. O. Schlotterbeck and H. C. Watkins, of Ann Arbor, was read in abstract by Prof. J. U. Lloyd, who rehearsed the interesting history of the drug and of his efforts to secure its examination. This had been undertaken both in Japan and in Germany, but the results were not satisfactory, until now, when the most interesting results had been obtained by Professor Schlotterbeck.

Prof. Wilbur Scoville presented his paper on the separation of the cinchona alkaloids with ether, which was discussed by several members.

A paper on creosote by E. Merck & Co. was read by Professor Remington, who was interested in the subject from a pharmacopoeial point of view. The conclusion arrived at by the authors was that there was still alarming laxness in the use of the term creosote, which should be wholly restricted to true beech-wood creosote. Merck & Co. propose that the association pass a resolution requesting all dealers

to restrict the name creosote entirely to the true beech-wood creosote, and the authors pledged themselves to follow this custom.

Prof. C. S. N. Hallberg, of Chicago, moved that the thanks of the association be extended to Merck & Co. for their paper and for the attitude taken by them in this matter.

THE TERM CREOSOTE DEFINED.

Caswell A. Mayo offered the following resolution:

Resolved, That in the opinion of the Scientific Section of the American Pharmaceutical Association the term creosote should be restricted solely to true wood tar creosote, owing to the great danger arising from the present indiscriminate use of the term. The resolution was adopted.

A paper with the title, "A Review of a Work on the Medicinal Plants of the Philippine Islands," by C. B. Lowe, was read by the author. Papers on "Sea Salt," by Jos. Feil, of Ohio, and on the "Estimation of Chloroform," by W. A. Puckner, of Illinois, were read by title and referred to the Committee on Publication.

Lyman F. Kebler read a paper on the "Iodoform Reaction in Analysis," which was discussed by Dr. Heinrichs, of St. Louis.

A paper on the "History and Development of the Fruit of *Illicium Floridanum*," by J. O. Schlotterbeck, was read by title and referred to the Publication Committee, and the section then adjourned to meet on Friday morning at ten o'clock.

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

(Second Session.)

Friday Morning:

The chairman, H. P. Hynson, called the section to order at 9.30 a. m., the first business taken up being the presentation of a paper by J. W. T. Knox, giving statistics as to membership. The paper was read by title, and referred to the Committee on Publication.

Mr. Hynson presented two brief notes by Stewart Asseward on a quick method of making aristol ointment and on the insolubility of capsules under peculiar conditions. A case was given in which methylene blue administered in hard capsules passed through the alimentary canal unchanged. On returning to the use of soft capsules the color at once reappeared in the urine.

ARISTOL OINTMENT.

The method advised for aristol ointment consisted in making a paste of aristol with ether, adding an equal quantity of olive oil, triturating thoroughly and allowing the ether to evaporate and using two parts of the resulting paste for every part of aristol ordered in an ointment. In commenting on this note Mr. Hynson stated that he did not use ether, as he found it possible to obtain a smooth mixture by triturating the oil and aristol together direct. The use of oil whether with or without ether was in fact the only way to secure a smooth ointment.

A NEW FORMULA FOR BLAUD'S PILLS.

The chairman read a paper by H. B. Dunning and H. P. Hynson proposing the following formula:

Ferrous sulphate, in clear crystals.....	grains 240
Potassium carbonate.....	grains 140
Sugar.....	grains 20
Licorice root, powdered.....	grains 100
Glucose, sufficient quantity to make 100 pills.	

Rub the ferrous sulphate into fine powder with the sugar, and mix with the potassium carbonate, previously powdered; then rub these mixed powders to a smooth paste, continuing until an almost dry powder results, add the powdered licorice root, and thoroughly mix; mass with glucose, being careful to use sufficient of the latter. Continue the working of mass until it becomes solid and of a good pilular consistence, being especially careful that it is kneaded until there is no swelling of mass. Roll out at leisure.

The chairman accentuated the fact that it is very important to add an ample quantity of glucose, and to work the mass thoroughly. Time is required by this formula and it cannot be hurried. Professor Hemm said that he found about two grains of glucose to the pill, an approximately correct amount, though even more might have been used.

A. E. Ebert said that from a chemical point of view, the commercial glucose was a mixture of dextrose and glucose. The confectioners' glucose has a larger proportion of dextrose than of glucose, and it is, therefore, preferable for the druggist to use confectioners' glucose. Professor Searby confirmed Mr. Ebert's views on this point.

An improved formula for aromatic spirit of ammonia was presented by Joseph W. England, of Philadelphia. This is printed in full elsewhere in the AMERICAN DRUGGIST.

The National Formulary.

C. Lewis Diehl presented his report as chairman of the Committee on the National Formulary. He quoted some of the criticisms which had been offered of the National Formulary and replied to them.

He outlined the character of the work being done by the committee. The report was most voluminous and exhaustive, and only portions were read.

On motion of Caswell A. Mayo a rising vote of thanks was tendered to Professor Diehl for his admirable and exhaustive work as chairman of the committee, and the report was accepted and adopted.

E. A. Sennewald moved that the titles be made as terse as possible, and urged that while it might look unscientific, it had many practical advantages. The motion was carried.

A POINT IN THE USE OF BEEF EXTRACTS.

H. P. Hynson said that he had obtained excellent results using preparations from beef extracts, by first precipitating out the salts contained in them. This he did by making a thin solution of the extract in water and adding alcohol and filtering off from the salt, which would be thrown out.

A. E. Ebert asked about the numbers attached to the formulas in the National Formulary, the use of which had caused trouble to the dispensers. On learning that their presence was not considered essential by the Revision Committee, Mr. Ebert moved as the sense of the section that if possible the numbers should be eliminated from the work.

Wm. Mittelbach, of Boonville, Mo., explained that in his opinion the formulary as it originally appeared was better suited for the retail druggist than it now stands with so many formulas.

A. B. Stevens moved that it is the opinion of the section it is desirable that complete formulas be given instead of referring back to the various ingredients.

Wilbur L. Scoville objected to the motion for the reason that where the N. F. quantities were to be used it was better not to print the full formula.

A. Vogler supported the position of Mr. Scoville, as he had found the directions of the N. F. very valuable. He proposed the possibility of alternative formulas.

Lewis C. Diehl said that the idea that prevailed in the minds of the N. F. committee in connection with the spirit of curaçoa was that if it happened that a small quantity of elixir of curaçoa is required it would be difficult to measure the small quantities of oils required.

The motion to change the character of the formulas was lost.

THE ABBREVIATION OF ANA.

Francis Hemm, of St. Louis, said that the action taken at the first session of the section relative to the significance of *aa* in the prescription might possibly be construed as an expression of opinion by the association that this always meant equal quantities, and he therefore moved that the secretary be instructed to so edit the proceedings as to avoid conveying any such impression. This motion was unanimously carried.

Officers of the Section.

The nomination of officers being in order S. A. D. Sheppard moved that Henry P. Hynson, the retiring chairman, be re-elected to the chairmanship of the section, taking occasion at the same time to warmly eulogize the nominee. Mr. Hynson was profoundly affected, but asked for urgent personal reasons that the nomination be withdrawn. Chas. G. Rapelye, of Connecticut, then placed in nomination for the chairman F. W. E. Stedem, of Philadelphia, and Caswell A. Mayo nominated Wm. Kaemmerer, of Columbus, Ohio, as secretary. Geo. W. Sloan, of Indianapolis, was nominated as associate member of the committee, and the acting secretary was instructed to cast one ballot for the three nominees, which was done. Mr. Stedem took the chair, and Mr. Hynson submitted the two laboratory notes on the test for cane sugar in sugar of milk and on the subacetate of lead test for glucose, which were referred to the Publication Committee. There being no further business the Section on Practical Pharmacy and Dispensing adjourned *sine die*.

SCIENTIFIC SECTION, SECOND SESSION.**Friday Morning:**

W. A. Puckner withdrew his name from nomination for chairmanship, and Doctor Lyons moved that Mr. Puckner be requested to cast the ballot of the association for Lyman F. Kebler for chairman, which was done.

Francis Hemm withdrew his name from nomination for secretary, and Jos. W. England was elected to that office.

Doctor Lyons made a verbal report for the Committee on Research, saying that the chairman, Dr. A. R. L. Dohme, had been sick, and that a written report would be filed later.

H. M. Gordin read in abstract a paper by himself on "Alkametric Factors of Diacid Alkaloids."

Professor Schneider read a paper on "The Gross and Histological Characters of Powdered Coto, Paracoto, Winteria and Canella."

Doctor Lyons complimented Professor Schneider on his paper as being particularly happy in emphasizing distinctions particularly useful to the scientist.

Professor Hallberg spoke upon the use of coto bark and its decline in the last 20 years, saying that genuine coto bark was then highly regarded by the medical profession, but that para coto bark was equal to it in every respect.

A paper by Geo. R. Pancoast and Lyman F. Kebler on "Oils of Cinnamon and Cinnamic Aldehyde" was read by title only, as by its nature it required to be studied in detail.

Doctor Lyons presented in abstract a paper by Dr. H. H. Rusby, consisting of a report from the Research Committee upon the "Comparative Pharmacological Studies of Scopola and Belladonna," specimens of the plants discussed being exhibited to the audience.

Professor Kraemer, of Philadelphia, presented in abstract, with blackboard illustrations, a paper on "Calcium Oxalate in the Study of Vegetable Drugs." The author, in answer to a question from Professor Lloyd, confessed he did not know what part these crystals take in the economy or lifework of the plant, and said that all opinions on the subject were but theories and conjectures. Professor Schneider thought they probably served to increase the elasticity of the bark. In answer to a question by Doctor Lyons, Professor Kraemer said he had not compared the crystals of belladonna leaves with those of scopola, or false belladonna.

Prof. Gustavus D. Hinrichs, of St. Louis, gave a short talk, with blackboard illustrations of his subject, on the "Atomic Weight of Arsenic," which was received with applause.

A paper on "Characterization and Classification of the Sesquiterpenes," by Oswald Schreiner and Edward Kremers, was presented by Mr. Schreiner, with blackboard illustrations and chemical experiments.

"The Pharmacological Assay of the Suprarenal Glands" was the topic of a paper presented in abstract by Dr. E. M. Houghton, who showed the manner in which the records of these assays were made.

The following papers were then read and, without discussion, referred to the Committee on Publication:

"Oxygen as a Standard for the Gasometric Tests of the Pharmacopœia," by Carl G. Hinricks.

Specific Gravities and the Coefficients of Expansions of Volatile Oils," by Oswald Schreiner and R. W. Downer.

"Adulterated Drugs," by Lyman F. Kebler.

"Note on the Cold Nitric Acid Test for Albumen," by F. W. E. Stedem.

The installation of officers followed, L. F. Kebler being the chairman and Jos. W. England the secretary of the section.

C. S. N. Hallberg moved that a special committee on drug adulteration be appointed to report next year, with a view to providing for a standing committee along this line. After some debate the motion was adopted, and the Scientific Section then adjourned *sine die*.

SECTION ON EDUCATION AND LEGISLATION.**Friday Afternoon:**

The first session of the Section on Education and Legislation was called to order at 3.30 on Friday afternoon by the chairman, Clement B. Lowe, of Philadelphia, who proceeded to deliver his annual address as chairman of the section.

In his address the chairman recounted some of the interesting events that had taken place since the last meeting. The repeal of the internal revenue tax upon proprietary articles was referred to with much satisfaction, and the fact that the American Pharmaceutical Association through its various committees had borne a prominent part in its repeal received appropriate mention. The proprietors who assumed the burden of taxation when the tax was first imposed came in for well-deserved praise. The chairman could scarcely find words strong enough to condemn the greed displayed by those proprietors who had advanced the price of their preparations beyond the amount of the tax.

He accounted it one of the pleasant things of the year to point to the growth of organization among pharmacists. As to legislation, attempted or achieved, the last year witnessed some good, some bad and some indifferent. From this he turned to the method of appointment of members to the different State Pharmaceutical Examining Boards, and expressed regret at the fact that politics or other unworthy considerations often influenced the appointment.

The working of the United States patent laws which allows the patenting of both the process of manufacture, the

product of manufacture and the copyrighting of the name of the article manufactured, was referred to as an evil, for which a remedy could not be applied too soon. He recommended the appointment of a committee to take the matter in charge, such committee to be empowered to procure the services of an eminent patent lawyer to aid in preparing a bill to be presented to the association at its next annual meeting; this bill to be introduced into Congress after being approved by the association. The address concluded with a reference to the agitation which has been going on in several States for the reduction of the hours of labor of drug clerks, and the movement was mildly approved.

On motion of C. A. Mayo the address was referred to the following committee for consideration: J. H. Beal, of Ohio; Edward Kremers, of Wisconsin, and F. G. Ryan, of Michigan.

Julius A. Koch, secretary of the section, read his report, as follows:

Report on Education and Legislation.

Gentlemen: During the Association year 1900-1901, legislation affecting the pharmacist was attempted in nineteen States, meeting with success in eleven. Of the non-successful attempts the majority provided for the registration of physicians without examination, and the unanimity with which these have been defeated speaks well for the activity of pharmacists in legislative matters during the past year.

It may be worthy of note that in the original legislation proposed in the State of Pennsylvania, provision was made for the registration of apprentices without preliminary educational requirements. It was well that this clause was stricken from the act before its passage, as without some requirement as to the applicant's fitness to become a pharmacist, the registration of apprentices must fall in its primary object, keeping the ranks of pharmacists closed to those who, from lack of a fundamental education or from other causes are unfitted therefor.

STATISTICS OF THE PHARMACISTS OF THE UNITED STATES.

State.	Total on rolls		Registered last year by Exam.		Registered without examination.			Ph. G.'s or P. D.'s on rolls.	Women on rolls.	End of Board Year.
	R. P.	A. P.	R. P.	A. P.	Ph. G.'s.	M. D.'s.	Other Causes.			
Alabama.....	918	.....	87	.....	.....	.....	.....	.....	.....	5-15-'01
Arkansas.....	1,098	.....	94	.....	.....	.....	.....	.....	.....	6-30-'01
California (Est.).....	5,594	954	.....	.....	.....	.....	.....	.....	.....	.....
Colorado.....	888	83	54	.....	.....	.....	.....	.....	.....	.....
Connecticut.....	450	400	75	.....	.....	.....	.....	.....	.....	.....
Delaware.....	179	29	24	.....	.....	.....	.....	.....	.....	.....
District of Columbia.....	846	.....	.....	.....	.....	.....	.....	.....	.....	.....
Florida.....	800	.....	800	.....	.....	.....	.....	.....	.....	.....
Georgia.....	1,800	.....	59	.....	.....	.....	.....	.....	.....	.....
Idaho.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Illinois.....	4,504	1,166	127	150	.....	.....	.....	.....	.....	.....
Indiana.....	8,708	854	128	35	.....	.....	.....	.....	.....	.....
Iowa.....	8,819	.....	125	10	150	.....	.....	1,000	75	4-28-'01
Kansas.....	1,451	62	47	8	.....	.....	.....	201	22	5-30-'01
Kentucky.....	1,358	.....	38	.....	.....	.....	.....	.....	.....	10-10-'00
Louisiana.....	1,098	290	80	14	.....	.....	4	.....	15	6-1-'01
Maine.....	832	86	28	4	.....	.....	.....	.....	9	.....
Maryland.....	864	.....	.....	.....	.....	.....	.....	275	.....	5-1-'01
Massachusetts.....	3,963	.....	68	.....	.....	.....	.....	.....	75	9-30-'00
Michigan.....	8,147	281	108	59	.....	.....	.....	.....	75	6-30-'01
Minnesota.....	1,390	178	80	68	.....	.....	9	.....	80	1-1-'01
Mississippi.....	1,035	.....	.....	.....	.....	.....	.....	54	5	4-2-'01
Missouri.....	12,770	.....	58	.....	88	2,943	.....	.....	9	6-15-'01
Montana (Est.).....	284	10	.....	.....	.....	.....	.....	.....	1	.....
Nebraska.....	1,465	.....	23	.....	.....	.....	.....	.....	40	1-1-'01
New Hampshire.....	658	84	32	8	.....	.....	.....	.....	2	10-1-'00
New Jersey.....	1,724	52	74	18	.....	.....	.....	.....	4	5-1-'01
New Mexico.....	88	8	6	.....	7	.....	.....	.....	28	1-12-'00
New York—	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Eastern.....	5,823	.....	390	.....	105	815	.....	2,118	58	12-31-'00
Middle (Est.).....	5,762	278	43	9	.....	.....	.....	.....	.....	.....
Western.....	180	265	24	15	.....	.....	.....	.....	.....	.....
North Carolina.....	588	.....	64	.....	.....	.....	.....	.....	3	6-1-'01
North Dakota.....	292	186	12	.....	.....	.....	11	51	2	7-31-'01
Ohio.....	3,252	714	140	84	.....	.....	.....	.....	.....	5-1-'01
Oklahoma.....	284	7	41	2	9	.....	.....	.....	65	7-1-'01
Oregon.....	542	60	22	16	.....	.....	.....	.....	17	5-21-'01
Pennsylvania.....	4,900	1,075	806	352	.....	.....	.....	2,650	62	.....
Rhode Island.....	248	86	.....	.....	.....	.....	.....	.....	4	.....
South Carolina (Est.).....	380	.....	10	.....	.....	.....	.....	.....	.....	.....
South Dakota.....	486	31	28	14	.....	.....	.....	.....	68	.....
Tennessee.....	1,323	98	15	24	.....	.....	88	.....	15	4-19-'01
Texas (Est.).....	1,500	40	.....	.....	.....	.....	.....	.....	30	.....
Utah (Est.).....	260	41	6	1	.....	.....	.....	.....	.....	.....
Vermont.....	475	2	16	.....	.....	.....	.....	.....	2	8-31-'01
Virginia.....	770	47	40	15	.....	.....	6	.....	.....	8-1-'01
Washington.....	558	33	58	10	.....	.....	.....	.....	10	5-31-'01
West Virginia.....	1,240	.....	22	.....	.....	.....	.....	61	4	4-1-'01
Wisconsin.....	1,428	386	28	67	.....	.....	10	1	.....	8-12-'01
Wyoming.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

NUMBER OF REGISTERED PHARMACISTS IN THE UNITED STATES.

From board reports.....	85,599
Estimated additional (Idaho and Wyoming).....	350
Total.....	85,949
An increase over last year of.....	12,502

NUMBER OF REGISTERED ASSISTANT PHARMACISTS IN THE UNITED STATES.

From board reports.....	7,779
Estimated additional.....	300
Total.....	7,979
An increase over number reported last year of.....	188

NUMBER OF PHARMACISTS REGISTERED LAST YEAR IN THE UNITED STATES.

From board reports.....	6,641
Estimated additional.....	20
Total.....	6,661
An increase from number registered last year of.....	1,588

NUMBER OF ASSISTANT PHARMACISTS REGISTERED LAST YEAR IN THE UNITED STATES.

From board reports.....	1,056
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The large increase in the number of registered pharmacists may be accounted for by the registration of physicians on medical diplomas, in certain States, notably New York, Florida and Missouri, there having been 2242 physicians registered in the latter State alone. This was due to the repeal of the provision in the old pharmacy law, permitting physicians to register without examination, 2242 having taken advantage of the old law prior to the time of its repeal.

The secretary of the Missouri Board of Pharmacy reported 12,770 registered pharmacists on the rolls, which is an increase of 9270 during the year, evidently an error. Though the increase in the number of registered pharmacists in this State must have been large, it could scarcely have been as great as this.

Of the number of pharmacists registered during the year, 2885 were registered on examination, 487 on pharmaceutical diplomas, 2811 on medical diplomas and 451 other causes. From these figures we see that the number of physicians registered as pharmacists is almost as great as the number of pharmacists registered during the year.

No reports were received from the following States: New York, middle section, California, Montana, South Carolina and Utah. The data for these States were obtained by estimating from the reports of registration as published in the various journals.

In collecting the statistics above, reports were requested from the secretaries of the various Boards of Pharmacy, and your secretary desires to return thanks to those who, by their promptness and ready reply, materially lightened his burdens.

The report was referred to the Committee on Publication.

Officers of the Section.

Nominations being in order, E. G. Eberle, of Texas, was nominated as chairman and J. W. T. Knox as secretary of the section.

A summary of the legislation introduced or enacted during the year affecting pharmacists was presented by J. H. Beal, of Ohio.

H. P. Hynson moved that a committee of three be appointed to consider the question of the acquirement of drug habits with trional, etc.

C. A. Mayo moved as an amendment that the committee be instructed to consider and report upon the acquirement of drug habits in general and of the best method for legislative regulation of the dangers. The motion was carried, and Mr. Hynson named as chairman of the committee.

Harry B. Mason, of Detroit, read a paper with the title, "A New Economic Order," in which he outlined the tendency toward consolidation, which has brought about the formation of the trusts, and which bids fair to bring about consolidation in all other lines, including even the professions of law and medicine, and undoubtedly including the calling of pharmacy. What the result of the combination will be it is difficult now to determine, but the history of company drug stores in England shows that the salaries of the employees are increased, and it seems probable that in this country the condition of the employees will also be improved. Just when this new order will be established it is impossible to foresee or foretell. It may not be within the limits of the lines of the present generation, but that it will surely come the author felt confident. The paper was warmly applauded.

J. H. Beal said that while the present tendencies do give some ground for the deductions drawn by the author he was not by any means prepared to admit the probability of the changes going along the present lines without interruption. Evolution never did proceed in straight and uninterrupted lines for any great length of time. Other and unforeseen factors will arise to thwart this apparently universal tendency to

socialism. There was more in higher pharmacy than mere ethics. The more that science and scientific methods were imported into pharmacy the further away it gets from the dead level where the communal idea is most prone to take root.

Dr. Hinrichs, too, opposed the ideas and prognostications of the author, asserting that the irresistible strength of individuality could never be suppressed.

C. S. N. Hallberg said that while he could not subscribe to all that Mr. Mason had said he could not help realizing that much that he said was undoubtedly true. He regretted that Mr. Mason had not extended his observation to Europe, for in the European countries much progress has been made in the direction of communal ownership.

Edward Kremers discussed the question at some length, citing the Central Pharmacie of France with 10,000,000 francs of capital. This institution not only manufactures but acts as a jobbery. German pharmacists are studying the subject also, while two of the largest wholesalers of Austria have now under consideration a plan to form a co-operative pharmacy.

A. Vogler said that this opened a new line of thought which had not been touched upon. Some have feared to promulgate such thoughts. He desired to give Mr. Mason's paper a practical purport. If Mr. Mason is right we must shape our business and legislation so that we will not make futile efforts at reactionary legislation. The paper was referred to the Committee on Publication.

Prof. Oscar Oldberg explained that one year ago he sent a request to the secretary of every Board of Pharmacy in the United States, requesting copies of the blanks required to be filled out by applicants for examination. He desired to ascertain the character of the questions asked the applicants. From these blanks he was struck with the fact that not one of these blanks when filled out would give information concerning the applicant's preparation for examination. Not one of them asked if the applicant had studied chemistry, materia medica, pharmacy, etc. Of course, this did not apply to the blanks addressed to graduates in pharmacy exclusively. In view of this condition of affairs he submitted the following resolution:

Resolved, That it is the sense of the Section on Education and Legislation of the American Pharmaceutical Association that the actual preparation for the practice of pharmacy by way of study and training is of far greater importance than the examination which is required by law; and that, therefore, candidates who have not studied the subjects covered by the examination have no rightful claim to be examined by the Board of Examiners in Pharmacy.

Professor Good thought this resolution was a little too strong. Others expressed their belief that it was desirable to adopt it, and the resolution was adopted.

The first session of the Section on Education and Legislation was then adjourned.

SECTION ON EDUCATION AND LEGISLATION.

(Second Session.)

Friday Evening:

The second session of the Section on Education and Legislation was convened at 8.20 on Friday evening by C. B. Lowe, chairman of the section.

The election of officers resulted in the selection of E. G. Eberle, of Texas, as chairman, and J. W. T. Knox, of Michigan, as secretary.

The first paper read had for its subject the "Teaching of Microscopy, Botany, Physiology, Pharmacodynamics and Urine Analysis," and was presented in brief abstract by the author. The paper was discussed by A. B. Lyons, G. Hinrichs and W. M. Searby.

The Committee on the Chairman's Address reported through J. H. Beal, heartily commending the recommendations of the chairman. The report was accepted and the recommendations adopted.

A. B. Stevens, of Ann Arbor, made a few remarks on the prescription and methods of teaching. He spoke of the advantages accruing from the study of original prescriptions. Unfortunately, the advantages of this method of teaching are largely counterbalanced by the impossibility of commenting on the prescription while it was in the hands of the student. This difficulty he overcame by using lantern projections of tracings made on glass. In order to make the tracing he drops a drop of resinified turpentine on a lantern slide, rubs it over the surface of the slide, and can then make a tracing on this surface.

The next step consisted of the introduction of a celluloid film moistened with spirit of camphor, to give it a matt surface. He lays this down over the prescription and traces it with India ink. He also uses prescriptions taken from Ruddle-

man's text book on Incompatibilities, putting the celluloid into a typewriter, and then mounts the celluloid strips on rollers, so that the strip can be passed across the field of the lantern.

A paper by Dr. C. B. Lowe on the "Liquor Laws of the States and Provinces," was read, giving abstracts of liquor laws. Mr. Mason spoke of the great damage to pharmacy from the sale of liquor.

Mr. Mayo moved it as the sense of the section that it was desirable that pharmacy boards should have supervision of the issuance of liquor licenses for pharmacists.

S. A. D. Sheppard said that the result of putting this control into the hands of the board in Massachusetts had not been wholly happy. A strong feeling of unrest had arisen out of this question. Theoretically the law was good; practically its workings were detrimental. He opposed any definite action on the part of the association regarding the selling of liquor by pharmacists. The resolution was withdrawn.

W. C. Anderson, of Brooklyn; Harry B. Mason, of Detroit, and Caswell A. Mayo, of New York City, were selected associate members of the Committee on Education and Legislation, and the Section on Education and Legislation then adjourned *sine die*.

FINAL GENERAL SESSION.

Saturday Morning:

The minutes of the previous meeting were read by the secretary and approved as read.

Geo. W. Kennedy read the minutes of the council, which embraced a report of the Committee on General Welfare recommending a continuance of the exhibition feature. The names of several applicants for membership had been favorably acted on. The names of the chairmen of the several committees of the council were announced, as also those of the Committee on Transportation, as follows:

Chas. Caspari, Baltimore; H. M. Whelpley, St. Louis; A. E. Ebert, Chicago; W. M. Searby, San Francisco; Chas. N. Ford, Denver; Chas. T. Heller, St. Paul; Geo. F. Payne, Atlanta; S. A. D. Sheppard, Boston, and Max Sampson, New Orleans.

Jos. P. Remington reported for the Committee on Exhibition that all expenses of the exhibit had been paid and a balance left over. He supplemented his report by a warm tribute to the valuable services rendered the committee and the association by Thos. P. Cook, who had come to the aid of the committee when it stood in need of aid, and to whom the success of the exhibit was in large measure due.

Professor Remington submitted a resolution making the Committee on Exhibition a standing committee appointed by the council, with instructions to report to and act under that body. The resolution was adopted and a vote of thanks extended the committee.

Geo. W. Kennedy reported for the Committee on Membership a total of 150 new members, of whom 130 had paid up, a total of over \$700 having been received from the new members.

WORCESTER PLAN APPROVED.

Chas. A. Rapelye submitted a resolution approving the Worcester plan, which was adopted.

Two papers by Professor Lloyd, dealing with the life of Doctor Rice and with a ginseng farm, were submitted by title and referred to the Publication Committee.

Invitations by telegraph from the Mayor of Philadelphia and from Wm. L. Cliffe, the president of the State association, were read, and the secretary instructed to make suitable acknowledgment. A like disposition was made of invitations to meet in California in 1904.

The Committee on General Prizes for 1900 reported the award of the first prize to Chas. A. Walter, the second to A. B. Stevens and the third to Louis Emanuel. An award of \$50 was made to the chairman of the Section on Practical Pharmacy and Dispensing.

The report of the Committee on President's Address was submitted and its recommendation that a committee on Procter Memorial be appointed was approved. Jas. M. Good, as chairman, of the Committee on 1902 Meeting, reported, recommending that the proceedings for that year be issued in a mild sort of edition de luxe, which was agreed to.

The following were announced as the delegates to the N. A. R. D.: F. W. Meissner, J. W. Gayle, W. L. Dewoody and Thos. Stoddart, the delegates to the National Wholesale Druggists' meeting being A. R. L. Dohme, Leo Eliel, E. G. Eberle, Chas. F. Holzhauser, and Caswell A. Mayo.

At the request of the president, J. A. Koch and Caswell A. Mayo introduced the newly elected officers, who were duly installed, after which the forty-ninth annual meeting of the American Pharmaceutical Association adjourned, subject to the call of the president.

HOCH! HOCH! HOCH!**Goldenes Jubilee Der New Yorker Deutscher Apotheker Verein.**

Great preparations are being made in this city for the celebration of the fiftieth anniversary of the foundation of the New Yorker Deutscher Apotheker Verein, which takes place on the evening of October 1 at Terrace Garden in East Fifty-eighth street.

The Golden Jubilee takes the form of a monster banquet and ball, and without a doubt it will be one of the largest and grandest celebrations of the kind ever held in this city, the estimate of those to be in attendance being placed variously at between 300 and 500. The immense hall of Terrace Garden is fully capable of seating that number comfortably. Already a large number of tickets have been sold without effort, so that the indications all point to an immense attendance.

The cost of tickets has been placed at \$2.50 each person. This includes the banquet and the ball. Four kinds of wine will be served, and it is believed that the feasting at table and the speechmaking will last from 8.30 p. m. until 11, when dancing will be commenced. It is expected that the electric illumination and the decorations will be most magnificent, as the sum of \$1,000 has been set aside by the Verein for this one item alone. Music will be furnished both at the banquet and the ball by Lederhaus' Orchestra, and there will be 20 numbers on the dance programme, without intermission, thus insuring a continuous round of pleasure until dawn. The grand march will be led by George E. Schweinfurth with Mrs. Charles H. Schlenussner, wife of President Schlenussner.

The programme for the banquet has been almost completed. After the overture and the playing of several selections there will be an address by President Schlenussner. Other speeches will be made by President of the Council Randolph Guggenheimer, Professor Chandler, O. C. Kleine, president of the Kings County Pharmaceutical Society, and others.

Following the celebration in which the public can participate there will be a little private jubilation for the members themselves. This will consist of a Kommers, to be held at the rooms of the society on Third avenue, between Eighth and Nineteenth streets, on the evening of October 3. Members and a limited number of specially invited guests only will enjoy this feast of wine, music, song and cigars.

Conference of Teaching Faculties.

The Conference of Teaching Faculties of Colleges of Pharmacy was held at the Southern Hotel, St. Louis, at 9 a. m. September 19 and 20. The principal business transacted was to complete an organization. A constitution and by-laws were adopted. The following officers were elected: President, J. P. Remington, of Pennsylvania; vice-president, Ed Kremers, of Wisconsin; secretary and treasurer, Wilbur L. Scoville, of Massachusetts. Executive Board: J. H. Beal, of Ohio, chairman; Oscar Oldberg, of Chicago; Wm. Simon, of Maryland; L. E. Sayre, of Kansas; E. A. Ruddiman, of Tennessee. In order to become a member a college must be passed upon by the Executive Board. Several applications for membership were presented about which the Executive Board did not possess sufficient information to enable them to pass judgment, and these were referred to the next annual meeting. The conference adjourned to meet in Philadelphia in 1902 in conjunction with the American Pharmaceutical Association.

Demurrer in the Goetz Case Overruled.

At Wheeling, W. Va., on September 9, Judge Hervey, sitting in the Circuit Court, overruled the demurrers previously entered in the \$50,000 damage case of Charles R. Goetze against Christian Schnepf and other druggists of that city, whom he charged with alleged conspiracy to injure him in his trade by preventing him from purchasing supplies of certain wholesale druggists and jobbers.

The action was instituted several months ago, and was watched with interest by the trade. In a long opinion overruling the demurrer, the court decides that the plaintiff has a cause of action, and goes into the questions involved at great length.

Goetz alleged when he cut rates on drugs his fellow pharmacists and the local drug associations brought pressure to bear upon manufacturers, wholesalers and jobbers to prevent him from getting his accustomed supplies of these drugs, and that the action injured him greatly for the past few years.

GIGANTIC DRUG SWINDLE UNEARTHED.**Scheme to Defraud Wholesalers.**

Edward Jaworsky, a clerk employed by Schieffelin & Co., recently gave information by which detectives of the Central Office were enabled to unearth a gigantic swindle. Samuel Flauman, who keeps a drug store at No. 20 Second avenue, is said to be the principal swindler. He is charged with receiving stolen goods. Edward Lang, a former employee of Max Zeller, and Christopher Morgenstein, a former clerk in Schieffelin's are accused with Flauman. The three were arraigned in Yorkville Court on September 13, and remanded for examination, to allow for further arrests. According to Detective Burns Flauman has been operating for about two years, and has secured nearly \$12,000 worth of goods. His method was to approach boys employed in wholesale drug houses and offer to buy at half the market value any goods they might steal from their employers. He told young Jaworsky that he had a lot of boys working for him and they were all making money. Jaworsky said he would consider Flauman's offer, but instead he told a member of Schieffelin & Co., and Flauman's arrest followed. Lang has confessed to stealing \$450 worth of drugs from Max Zeller during the month of August, and Morgenstein says he took ten ounces of cocaine, valued at \$60, from Schieffelin & Co. in July. Flauman gave Lang about \$25 for his plunder, and Morgenstein received less than \$5 for what he had taken. Twelve wholesale drug houses in the city are said to have lost large sums.

State Association Will Meet at Elmira.

Under date of Ithaca, N. Y., September 6, 1901, Secretary Judson B. Todd has issued the following notice:

I desire to give official announcement that the next, or twenty-fourth annual, meeting of the New York State Pharmaceutical Association will be held at Elmira in June (presumably the third week), 1902. The Entertainment Committee is composed of the following: W. P. Colvin, chairman; J. F. Van Nort, local secretary; C. H. Calkins, treasurer; E. L. Mayo and A. S. Hamilton.

The notice is also signed by Thos. Stoddart, president, and J. A. Lockie, chairman, Edw. S. Dawson, Jr., Dr. P. W. Ray, of the Executive Committee.

In connection with the above we learn from good authority that the headquarters of the association will be at Hotel Rathbun, and that the sessions will begin June 26 and continue to the end of the month. The City Hall will be placed at the disposal of the members and the different sittings will take place in the Assembly room on the third floor. Elmira is a railway center and terminus and is one of the most enterprising and progressive cities in the Empire State.

Harlem Druggists' Outing.

The social organization known as the Harlem Druggists' Association held their annual picnic on Tuesday, September 3, at Bath Beach. The Bath Beach Casino had been secured by previous arrangement, and the party, numbering in all about ninety, spent the entire day and till early hours in the morning of Wednesday in a very enjoyable manner. A banquet was given in the evening, followed by an entertainment, dancing and a good time generally. The officers of the association are: H. B. Cahn, pharmaceutical instructor, president; L. Romanoff, of Romanoff Bros., 212 East 121st street, vice-president, and L. J. Graves, secretary. To the united efforts of these gentlemen is due largely the credit for the management and general success of the outing. Special cars were provided for the round trip, and on arrival home a vote of thanks was tendered to the above named gentlemen in appreciation of their efforts to make the occasion so enjoyable and one to be long remembered.

R. D. B. A. Opening Night.

The following notice has been sent out by George E. Schweinfurth, chairman of the Committee of the Retail Druggists' Bowling Association:

"The opening night of the R. D. B. A. and the fiftieth anniversary of the N. Y. Deutscher Apotheker Verein occurring on the same evening (October 1), the committee has decided to postpone the opening night of the bowling season to Tuesday, October 8, at 8 p. m. However, the alleys will be open for all members wishing to bowl that evening. The club will bowl on Tuesday evenings at Starr's Alleys, Fifty-ninth street between Eighth and Ninth avenues."

Kings County Pharmaceutical Society.

The regular meeting of the Kings County Pharmaceutical Society took place on September 10 at the Brooklyn College of Pharmacy, Franklin avenue, and the greater part of the afternoon was occupied in the discussion of the Worcester plan. O. O. Kleine presided.

A resolution was offered and adopted instructing the delegates who are to attend the annual meeting of the National Association of Retail Druggists at Buffalo to advocate the adoption of the Worcester plan. The delegates are William Muir and W. O. Anderson, president of the national body. Professor Anderson and J. Leyden White, the representative of the Phenyo-Caffeine Co., of Worcester, Mass., explained the modus operandi of the Worcester plan.

On motion of William Muir a resolution was passed deploring the assassination of President McKinley, offering the sympathy of the members to his bereaved family, and calling upon Congress and the Legislature of the several States to take active measures for the suppression of anarchism.

An invitation from the German Apothecaries' Association to join them in their celebration at Terrace Garden October 1 was adopted. Applications for membership were received and referred, and Messrs. Phillip Shappiro, of 216 Hoyt street, and George Lindner, of 1262 Myrtle avenue, favorably reported by the committee, were duly elected.

Dr. P. W. Ray, treasurer, reported a balance in the treasury of \$356, and \$3,290.62 for college purposes. Dr. Ray explained also that the annual meeting of the State Pharmaceutical Association would be held at Elmira on June 26, 1902.

The Manhattan Pharmaceutical Association.

The regular meeting of the Manhattan Pharmaceutical Association was held at the College of Pharmacy on Monday evening, September 16. President J. Maxwell Pringle, jr., presided, while S. V. B. Swann acted as secretary.

There was a fair attendance and but little discussion of vital questions. It being the last meeting before the annual convention of the N. A. R. D., it was decided not to take up the question of cut rates, but to simply show their intentions by making all necessary arrangements for proper representation at the Buffalo meeting.

It was moved and adopted that the annual dues of the N. A. R. D. be paid, and that the association defray the expenses of two delegates to the convention. The two delegates chosen were George E. Schweinfurth and George H. Hitchcock.

TO ELECT PHARMACISTS TO THE LEGISLATURE.

The Committee on Legislation submitted the following report, which was adopted, as the sense of the meeting:

Nothing has occurred during the past two months to require the attention of your Legislative Committee, but we should not wait for something to turn up, we must be prepared to meet any emergency as it arises. As was stated in a previous report, the proper thing for us to do is to have a pharmacist of each political faith in each branch of the Legislature, but as that is too much to expect this fall, we recommend that your committee be given power to confer with the legislative committees of other pharmaceutical associations throughout the whole State, the object being to employ a man who cannot be bribed, bought or bulldozed to remain in Albany during the coming session of the Legislature, for the sole purpose of watching and informing each association of all pharmaceutical legislation which may come up, said conference to be held within the next thirty days if possible and reported back at our next meeting for action.

The report was signed by G. H. Hitchcock, chairman; Otto Boediker, A. P. Kerley.

Prof. Lloyd in "The Criterion."

One of the most charming, daring and quaint bits of humor of recent years appears in "The Criterion" magazine for September. It is a short story by the well-known chemist, Prof. J. Uri Lloyd, and bears the amusing title, "The Mother of Sam Hill's Wife's Sister." One of the characters in Professor Lloyd's "Stringtown on the Pike"—Chinney Bill Smith—delights in satire in the way of stories on "Capt. Sam Hill," of which this is a specimen. The tale narrates the Captain's final and successful effort to effectually dispose of his refractory mother-in-law. These stories have not been published, this being the first to appear in print.

GREATER NEW YORK.

R. W. Sayre, proprietor of the store at 125th street and Third avenue, has been spending a short vacation at his early home in Goshen, N. Y.

E. Hill, manager Hegeman's Pharmacy, 155th and Amsterdam avenue, has been taking a few weeks' rest at Asbury Park, N. J.

We were favored last week by a call from Prof. J. H. Beal, of Scio, Ohio, who was on his way to attend the annual meeting of the American Pharmaceutical Association at St. Louis. The professor looks as hale and rugged as ever, and as events have turned out, took a most prominent part in the proceedings, being elected a member of the Council.

Harlem drug stores were not outdone by down town stores in way of mourning decorations in honor of the memory of our lamented President, and several draped their store fronts very attractively, noticeably those of Engelhard & Goldman, 116th and Third avenue; Miner's, 125th near Lexington avenue, and R. W. Sayre, Third avenue, corner 125th street.

We should prefer to believe that this is not a case of mentioning a certain individual held in low esteem, but W. G. Tuttle, whose acceptance of the position of manager of the Finlen-Medin Drug Co., Butte, Mont., was noted, turned up in the city the other day. His friends now learn that he is a resident of Denver. Mr. Tuttle has a large circle of friends in New York City, and was kept busy making calls during his stay.

S. V. B. Swann, the popular secretary of the Manhattan Pharmaceutical Association, who was formerly with Kellogg & Co., Sixth avenue and Fifty-eighth street, and who lately represented the Fischer Chemical Importing Co., of No. 14 Platt street, has purchased the Beley Pharmacy, at Fifty-second street and Sixth avenue. Mr. Swann is having a number of extensive alterations made to the interior of the establishment which, when completed, will make it one of the handsomest on the avenue.

N. D. Lippincott has sold his store at 2227 Third avenue, known as Wood's Drug Store, which is perhaps the oldest pharmacy in Harlem, having been established sixty-four years ago, to a new concern known as the Harlem Drug Co. Mr. Lippincott, who was severely burned in an explosion in the cellar of his place a few weeks ago, has almost entirely recovered from his injuries and has purchased another store, corner 168th street and Brook avenue. He is now owner of eight drug stores located in various parts of Manhattan Borough.

One of the best known drug corners uptown is that occupied by Wilbur F. Rawlins, at 135th street and Eighth avenue. Mr. Rawlins has had the store for about ten years, and has done well notwithstanding the unusually large rent which this particular corner location commands. His success is, no doubt, largely due to his natural trait of geniality, which even the troubles and annoyances of the retail drug trade cannot disturb. Mr. Rawlins when he started in business ten years ago looked almost too young for a proprietor, and it is another trait of his that he doesn't seem to grow any older—looks just as young as he did ten years ago.

ARREST UNDER THE PHARMACY LAW.

Henry Blenfield, proprietor of a pharmacy at 106th street and Amsterdam avenue, and Paul Langfeldt, druggist, at No. 497 Tenth avenue, have been charged by Thomas E. Conway, inspector of the eastern branch of the State Board of Pharmacy, with a violation of the pharmacy laws.

It was alleged that they permitted the compounding of prescriptions by unregistered clerks. Blenfield was held for trial in the sum of \$100 on each charge. Langfeldt pleaded guilty and gave bonds in the sum of \$100 for trial.

TO FIGHT TIN CAN TRUST.

Postmaster Francis H. Wilson, of Brooklyn, who is said to be slated to succeed Governor Allen, of Porto Rico, announces himself as about to go into a fight to the finish with the Tin Can Trust. He is one of the incorporators of the National Can Manufacturing Co., which has filed its incorporation papers with the Kings County Clerk. The new corporation is capitalized at \$200,000, \$110,000 of which has been paid in by Postmaster Wilson and Henry E. Hutchinson, of No. 1180 Dean street, 800 shares each, and William H. Hibbard, of No. 692 Greene avenue, who takes 500 shares. The company will manufacture plain and lithograph tin cans, and has planned to fight the trust for fifty years.

WESTERN NEW YORK.

Activity of the Western Section of the State Board—Collecting Samples of Drugs for Analysis—Preparing to Receive the N. A. R. D.—Headquarters Already Engaged.

(From our Regular Correspondent.)

Buffalo, September 20.—The Western branch of the State Board of Pharmacy is getting down to fall business by opening its regular sessions and examining a class of sixteen candidates for licenses on the 18th, and holding a second session at Batavia on the 25th. The latter part of the summer has been active in a routine fashion by the receipt and passing forward of the work of Charles E. Abbott, the official inspector of the branch, who has done a big stroke of business by visiting all the drug stores in five of the eight counties allotted to the branch as its field. According to instructions he has taken samples of certain classes of articles sold in these stores, and they have been assayed by Prof. H. M. Hill, of the Buffalo College of Pharmacy, who has been made chemist of the board. His reports have been coming in right along through the summer, and a permanent record will be made of them. It is found that the Western New York druggist is an exceedingly various sort of tradesman. In some instance he sells goods that are above the standard, sometimes they are about at standard and too often they are sharply below it. These reports are classified, and they form a basis for getting a "line" on the dealers, and they will soon fall into one class or another and will be dealt with accordingly. If they are too far below the requirement they will be dealt with directly by the board, and thus there will be a constant pressure on them that cannot fail to be wholesome. The other three counties of the district will be covered before the end of the year.

MASSACHUSETTS.

Report on Adulterations by the Board of Health—Household Extracts Often Adulterated—Pharmacists Should Establish a Reputation for the Purity of this Class of Products—The Treasurer of the Drug Clerks' Association Shot—New Instructors at the M. C. P.

(From our Regular Correspondent.)

Boston, September 18.—A report of the State Board of Health shows that during the last month samples of the following drugs were examined and found to vary from the legal standard: Acidum tannicum, aqua destillata, capsicum, glycerinum, liquor calcis, oleum olivæ, potassii et sodii tartras, sodii boras, sodii phosphas, sulphur lotum, sulphur præcipitatum, tinctura iodi. Two samples of extract of lemon were tested and one was found to be of good quality. The work of the Board for the past few months indicates that these household extracts are for the most part adulterated. May not pharmacists use this fact as a hint in putting up and creating a demand for pure preparations of this class?

SHOT BY A LUNATIC.

Charles E. Rolland, the treasurer of the Drug Clerks' Association, met with a painful injury recently while attending to his duties as a clerk in Tessier's pharmacy on Harrison avenue. A man entered the store on the evening in question and ordered an ice cream soda. This was served by Mr. Rolland. Instead of paying the man drew a revolver and pointed it at Mr. Rolland. It then dawned upon the latter that the customer was insane, and he retreated toward the rear of the store. Before he could reach a place of safety, however, the man discharged the pistol, the ball lodging in Mr. Rolland's hip, creating a severe but not dangerous wound. Mr. Rolland was soon attended by a physician and is now on the road to recovery. His assailant has been held in \$2,500 for the Grand Jury.

NEW INSTRUCTORS FOR THE M. C. P.

At the meeting of the Board of Trustees of the M. C. P., held the first of the month, Thomas J. O'Brien, Ph.G., M.D., was elected Instructor in Analytical and Organic Chemistry, and Henry J. Perry, A.B., M.D., Instructor in Bacteriology. Dr. Perry is now connected with the Harvard Medical School. These appointments were to fill the positions vacant by Dr. Balch's resignation.

POISONED AT THE SODA FOUNTAIN.

On the afternoon of September 11 two young men went into Duval's drug store, Leominster, and called for soda. The proprietor observed that "it was on him," and they all drank together. The following day all were intensely sick, and on the 18th Duval died. The others will survive. Duval suffered terrible agony. The taking of a wrong bottle by mistake is the explanation of the accident. A preparation of belladonna was put into the soda instead of something else. Duval was 28 years old; a wife survives him.

CITY JOTTINGS.

Prof. Wilbur L. Scoville, Ph.G., started for St. Louis, September 11. He will be one of the New England members at the A. Ph. A. meeting.

William D. Wheeler, Ph.G., is to attend the Buffalo meeting of the N. A. R. D., and with ex-President Fred A. Hubbard will represent the M. S. P. A.

Among the Tremont street druggists who draped their stores at the time of President McKinley's death were the T. Metcalf Co., Klein's pharmacy and U. L. Graves.

Samuel A. D. Sheppard, Ph.G., 1129 Washington street, left town last week for a vacation of four weeks. He will visit various points of interest and also attend the A. Ph. A. meeting at St. Louis.

PENNSYLVANIA.

The P. A. R. D. Making its Influence felt—Applies for a Charter—Signs of Mourning Over the Death of President McKinley Displayed on Drug Houses—Heavy Expenses of the N. W. D. A.—Success of the Tripartite Agreement.

(From our Regular Correspondent.)

Philadelphia, September 20.—In all probability the Philadelphia Association of Retail Druggists will become a factor of greater importance than ever in the drug business of this city. While this association is comparatively a young one, its power has been tested on several occasions, and it has accomplished gratifying results in many notable instances. Some weeks ago an application was made for a charter for the association. This petition was referred to S. M. Hyne-man, the Master, who, after hearing the reasons for the application, made a favorable report on September 11 to the judge of Common Pleas Court No. 4. The purpose of the association as testified to by Walter A. Rumsey, president, and J. O. Perry, member of the Executive Committee, "is to protect the community against sales of impure and adulterated drugs and to supervise legislation relating to the sales of drugs and chemicals." Of course its scope is much broader, but this citation will indicate one of the new spheres of its work. The report of the Master was taken in hand by the judge of the court, and while up to this writing he had not granted the charter, it is believed he will do so. The Philadelphia Retail Druggists' Association now includes all the prominent retail druggists in the city, and it is believed that within a short time nearly every druggist in this city will be a member.

The death of President McKinley cast a gloom throughout retail drug circles in this city, and on September 19 all the wholesale houses closed their doors. The day was also observed by many of the retail stores. The Drug Exchange in this city passed resolutions of condolence, and many of the stores were draped out of respect to the memory of our beloved President.

The drug business in this city continues of good proportions, and the wholesale druggists seem to be encouraged as to the future. Collections are good and the out of town trade is showing a steady increase. During the past six months the wholesale druggists of Philadelphia have paid more attention to Southern trade, and it is said good results have been attained.

FINANCIAL STATUS OF THE N. W. D. A.

Owing to the heavy expense which the N. W. D. A. has had to bear during the past year there has been a deficiency created, but as soon as it was made known a meeting of the members in various cities was held and enough money subscribed to leave the association a good balance after payment of all debts. It is said that a considerable portion of the funds had to be used to defray the expenses of Mr. Holliday and in the defending of several suits. The association is now, however, on a good financial basis, and it is said the tripartite plan has met with considerable success. The annual meeting

of the association is to be held at Old Point Comfort, beginning October 14, and no doubt will prove an interesting one, and the various officers who have reports to prepare have begun to get them in shape for presentation at the meeting. It is understood that nearly all the members of the association residing in this city will attend the meeting.

OHIO.

State Association to Have an Auxiliary in the Queen City.

(From our Regular Correspondent.)

Cincinnati, Ohio, September 20.—An effort is being made by the Ohio State Pharmaceutical Association to organize an auxiliary in Cincinnati. Circular letters setting forth the aim of the association are being received by local druggists. The principal objects are to protect the trade from unwarranted lawsuits and adverse legislation. The headquarters of the association is at Columbus, and Cincinnati is said to be the only important city in the State which has not an auxiliary. Organizers will be sent to this city in a few days. The organization has aims and purposes distinct from the Ohio Valley Drug Association, the present local association whose aim it is to prevent rate cutting. Much favorable comment has been heard here in relation to the auxiliary, and it is thought that a great deal of good can be done in the craft by members in the first city in the Buckeye State. Another movement that is causing considerable talk in the Queen City at present is the establishment by the Health Boards of stations for tubes and vials in drug stores throughout the city for use of physicians who are called upon to treat contagious diseases. This is, of course, but a following of the example set by other large cities, but it marks an important movement in the direction of controlling or stamping out disease.

THE NEWS OF CINCINNATI AND VICINITY.

L. N. Berube, who recently conducted a drug store in Avondale, is clerking now for a leading Pittsburg pharmacist.

Herman Serodina has bought the Rendigs Brothers' pharmacy, at Gilbert avenue and McMillan street, Walnut Hills.

Alfred De Lang has purchased the drug store at Rockdale and Main avenues, Avondale, from E. F. Hollenbeck, who retires on account of ill health.

Michael Callahan, who was employed at Sixth and Walnut streets by John Keshan for nearly thirty years, is now working for John C. Otis & Co.

Harry C. Bemmell, the well-known St. Bernard chemist, dropped dead suddenly last Sunday evening while calling on his betrothed at 528 Thornton street, Newport, Ky.

Chemist Andrew W. Bain has recently been acting as superintendent of the Cincinnati Hospital in the absence of Mr. Fehrenbach, who was in New York on business.

A threatening blaze visited the plant of the Grasselli Chemical Co., 260 Eggleston avenue, last Thursday evening. The explosion of a carboy of sulphuric acid caused the fire.

E. F. Hollenbeck, who has sold out his Avondale store on account of rheumatic trouble, will make a trip to Mt. Clemens, Mich., in search of health. He will take a long rest.

P. A. George and J. N. Cackley, two well-known pharmacists, of Roncerverte, W. Va., spent several days in this city last week on their way home from the Pan-American Exposition.

Dr. John C. Otis has started off in good shape at his new store, corner of Fourth and Vine streets. The Lease Candy Co. and Krohn Brothers, the cigarists, have spaces in front of the establishment.

Herman Iglar and wife, of Glendale, are visiting friends of the latter at Louisville, Ky. They had the pleasure of being in the Falls City during the recent conclave of the Knights Templar.

William Kafer, one of the best known young pharmacists of Dayton, who is in charge of J. H. Luce's Gem City establishment, is spending his annual vacation at the home of friends in Cleveland.

Phil. W. Drackett, the popular local pharmacist, is back from a trip to Toledo and other points in the northern part of Ohio. He also spent a few days at Buffalo viewing the wonders of the Pan-American Exposition.

ILLINOIS.

Attorney of the Health Board to Become Attorney of the State Board of Pharmacy as Well—Board of Pharmacy at Present Without an Attorney—A Hot Political War On—The Gould Case Nolle Prossed.

(From our Regular Correspondent.)

Chicago, September 19.—A Springfield politician, who is in a position to know, says positively that Attorney Warwick H. Shaw, who is now legal adviser for the State Board of Health, will be made attorney for the Illinois State Board of Pharmacy within a short time. This information comes from a source that cannot be doubted, and it is certain that unless there is some unlooked for hitch in the political machine the appointment will be made. There is no idea, however, of uniting or combining in any way the separate functions of these two boards. Each will run on as heretofore, but Mr. Shaw will hold two jobs. The reason for this generosity to Mr. Shaw is said to lie in the fact that he is one of "Boss" Lorimer's lieutenants, and that for services rendered he is entitled to another plum. Great secrecy has been maintained in regard to the appointment, and it is known at this writing only to the government's close advisers. In a recent number of the AMERICAN DRUGGIST it was explained that Governor Yates and Attorney-General H. J. Hamlin were at outs in regard to the question of appointments to the State boards. That war has now broken out. The details of the fight can be of little interest to druggists, but the general fact that Mr. Yates' appointees are unable, so far, to draw their salaries does interest them, for the State Board of Pharmacy will have some trouble over cases if its legal representative can collect no fees. The State Auditor has taken the Attorney-General's view and will refuse, it is said, to pay men who are not appointed by Mr. Hamlin. Mr. Hamlin holds that the Attorney-General of the State is responsible for all legal affairs of the State and that therefore his men should handle the cases. It is in Mr. Hamlin's power to decide what the Auditor shall do in regard to paying salaries, so it is easy to guess what the outcome will be. At present the Board of Pharmacy has no regular attorney, and is said to be having trouble over small prosecutions, owing to the fact that the accused demand jury trials, and thus win frequently.

AN INDICTMENT DISMISSED.

The bitterly fought case between Kitt Gould, formerly attorney for the State Board of Pharmacy, and Prof. C. S. N. Hallberg and R. C. Frerksen, has been nolle prossed. The case got on the court calendar for last Friday and Mr. Gould was unable to be in court. He says the representative of State's Attorney Deneen who handled the case agreed to have it stricken off, with privilege of reinstatement. The case grew out of a fight against the State Board of Pharmacy and attracted a great deal of attention. The defendants were indicted for criminal libel, the indictments were quashed, and then they were reindicted. An affidavit in which charges were made against Kitt Gould caused the indictments. On the affidavit was the signature of Druggist Taylor, who is said to have denied that he ever signed it.

BUCK & RAYNOR'S CLOSED FOR FIRST TIME.

For the first time in forty-three years the drug store of Buck & Raynor, State and Madison streets, closed its doors to the public. The suspension of business was out of respect to the dead President. The establishment is always open at all hours of the day and night; a key never has been needed, nor kept.

CHICAGO NOTES.

Roby & Bailey have bought the store of Elbridge & Son, at Coldwater, Mich.

L. A. Becher, formerly of Neligh, Neb., has opened a new drug store at Lockport, Ill.

H. N. Matthews has disposed of the New Century Pharmacy, at Adams street and Western avenue, to L. P. Shippey.

Dr. Jesse D. Payne, who owned the Gross Park Pharmacy at Belmont avenue and "the tracks," has sold his store to Wm. Xelowski, a real estate dealer. The store will remain under the management of William Akin until a buyer can be found.

The first number of the C. R. D. A. Auxiliary has made its appearance. It is in magazine size (7 x 10) and will appear monthly. It contains considerable advertising matter and a great deal of information in regard to the work of organization. It is edited and managed by Clarke Helme Loomis, 86 La Salle street, Chicago.

THE KNIGHTS OF THE ROAD



FRED R. SCHARLACH,
Moberly, Mo.

Fred R. Scharlach is one of the most popular traveling salesmen in the State of Missouri. For the past eleven years he has represented the J. S. Merrell Drug Co. in his native State. Mr. Scharlach is a very enthusiastic member of the Missouri Pharmaceutical Association, and also of the Travelers' Association. He has filled nearly every office in the latter association, and has always been chairman of some important committee in the former association. He is always drumming up new members and stirring up the druggists of the State to attend the meetings. He is one of the main pillars of the meetings. He is one who comes to help make the meetings a success, and he does more work than nearly any one else on the grounds. He always brings his charming wife along, who is just as entertaining and takes just as much interest in the meetings as her better half. On various occasions at the State meetings he has carried off the prizes for being the handsomest and most popular man and best dancer, but for all this he has always worn the same sized hat that he did when he was a poor, hard-working drug clerk.

Notes of the Travelers Caught on the Fly.

Buffalo.—P. R. Lance, who will always be known as Chauncey Depew, Second, on account of his striking resemblance to the Senator, has just made the Buffalo round and sold a goodly lot of goods for W. R. Warner & Co.

C. M. Badgley, well and favorably known to the drug public as the traveling representative of Charles Pfitzer & Co., spent a few days in Buffalo during the first half of September, and did a good business.

Frederick L. Washbourne is in the city selling the specialties of W. J. Bush & Co. He is accompanied by his father, who is a member of the California Fig Syrup Company.

F. A. Delsler, who is rated as a new man on the Buffalo route, but who represents the Roessler & Hasslacher Chemical Co., and thus stands high at the outset, was in Buffalo during the second week of September, and drove a good trade.

W. J. Lang, who represents the New York Pharmacal Association and other wholesale concerns on the road, failed to make his regular September call in Buffalo. He sent in the usual advance notice and then was obliged to announce that for some reason he was not able to get there.

Gilpin, Langdon & Co. again send us their experienced salesman, C. M. Edwards, in the interest of their drug specialties. He called just before the middle of September.

It is again time for holiday goods, as announced in the advance notice of B. I. Hicks, who has just spent his usual time in Buffalo in the interest of Lazell, Dalley & Co.

Henry F. Doherty comes to the city about the middle of the month to sell the specialties of the Davol Rubber Co., of

which he has for a goodly time been the acceptable representative.

Boston.—D. L. Kennedy was here within a few days. He now represents F. M. Prindle & Co., New York, and his specialty is violet perfumes.

J. S. Lowe called on the trade recently in the interest of Schieffelin & Co., of New York.

C. R. Roseear is a newcomer to this vicinity. He was talking vanilla beans for Thurston & Braidlich, New York.

Charles H. Jeffras, manager of the New York office of W. S. Merrell & Co., paid a visit to this city not long ago to talk up the goods of his firm.

S. W. Young has been doing this territory for the Ferro-nutrin Co.

G. A. Jenks has been talking up Maple Gin for the Buffalo Distilling Co.

G. A. Stoddard, recently sent some good sized orders to Bell & Co., New York, for some of their goods.

E. Fougera & Co. are receiving calls for their goods as a result of the work of Rudolph Wirth, hereabouts.

T. M. Stewart has been taking the temperature of the trade in this section, and mailing orders to R. Hoehn & Co., of New York, for thermometers.

M. O. Thompson has been giving the business of the Continental Bag Co., of New York, a fresh impetus by his presence in this vicinity.

The National Thermometer Co., of New York, are in receipt of new orders for their goods as a result of the good work done by Leopold Sanders.

W. H. Barnes has been seeing that druggists are well supplied with printing. He books for Mills, Knight & Co., of this city.

J. H. Helman has been representing A. A. Vantine & Co., New York, with much skill.

Donald Wilson talks essential oils for W. J. Bush & Co., of New York, artistically and effectively.

A. L. Gerlich recently dispatched from this city a lot of orders for the specialties of the Harburg Rubber Co.

George F. Fosdick, of the American Soda Fountain Co., has been spending his vacation at South Wolfboro, N. H.

Henry Spavin, who represents the American Soda Fountain Co., was in New York City recently on a business and pleasure trip.

Chicago.—Robert Cabell, manager of the Beef Extract department of Armour & Co., is in New York for a conference with the Eastern manager.

Frank Henry, of Cleveland, was in this city on the 17th on business connected with proprietary preparations of which he is the owner.

Charles L. Gleeson, of the importing department of Parke, Davis & Co., comes to us for ten days after an absence of two months. Mr. Gleeson takes some of the largest orders that are secured in Chicago for any house connected with the drug trade.

J. B. Gordon, who covers Michigan and Indiana for Lazell, Dalley & Co., was in Chicago on the 17th. Mr. Gordon is a very successful salesman and one of the few bookworms of the traveling profession. He carries with him some of Shakespeare's works, Emerson and Blackstone.

E. A. Vosburgh, of the Rex Soap Co., is in New York to make arrangements for opening an Eastern office.

Harry Walker, assistant manager of the Chicago branch of the American Soda Fountain Co., attended the meeting of the American Pharmaceutical Association at St. Louis.

Edward Long, Chicago manager for W. J. Bush & Co., Limited, made one of his trips to St. Louis last week. Now that Mr. Long is a benedict and a father, he does not travel as much as he did. He is making the Chicago branch a colossal success.

A. E. Remick, manager of the Western office of W. R. Warner & Co., and his brother G. E. Remick, spent the greater part of August near State Line, Wis., hunting, fishing and having a general good time. One of their party shot a deer, and all caught big strings of fish.

George F. Rogers, Indiana salesman for Morrisson, Plummer & Co., was recently at the Chicago office.

Will M. Caldwell, formerly with Morrisson, Plummer & Co. and now with Osborne, Caldwell & So., New York, spent several days in Chicago last week.

Theodore Noel.

An interesting figure in the great body of manufacturers whose products are handled by the drug trade is Theodore Noel, of Chicago. Mr. Noel was born at Niles, Mich., in 1840, but went to Texas at the age of thirteen years, where he showed at that early age the remarkably energetic and progressive spirit that has proven such a distinguishing characteristic throughout his career, facing and overcoming obstacles that one with less physical endurance or weaker mentality would have deemed insurmountable.

He was assistant State geologist before he was 21 years old. From his being a "Child of the Saddle"—a Texas ranger—he became acquainted all over Texas. He was on the "old line" Whig party, Bell and Everett, electoral ticket in 1880, was in the rebel army and carries its battle scars.

About 22 years ago Mr. Noel established himself in business in Chicago. Besides his plant for putting up the drugs he sells to the trade, Mr. Noel has a printing equipment at his factory, Nos. 225 to 231 West North avenue, equal to the best job office in the city, where he does all of his own printing and publishing, color and half-tone work, etc., issuing daily his advertising circulars by the thousands. He also prints and circulates the "American Home"—a monthly family newspaper that has reached its seventh volume. He employs a hundred and thirty-five stenographers, printers and clerks, all of whom he pays well, believing that his employees should share in the profits of his business.

An Appreciative Notice of the Drug Club.

A charmingly discussed note on the Mid-Air Dining Clubs by Cleveland Moffett which appears in the Century Magazine for September refers to the Drug Club of New York City in the following words:

"We shall find this element of noon-time sociability very marked at the Drug Club, which stands, or shall I say hangs, over the tensest part of that confused business region east of lower Broadway. No wonder men are glad to escape from such a tangle of streets and jangle of sounds! Nor may I omit the smells, as every one knows who has sniffed at William street on a hot day—smells of paint, sponges, tobacco, oils, soaps, and drugs without end.

"Now we stop at a massive building, very high and very wide, a smooth reddish precipice over granite columns. It looks a little severe, but in we go and up we go, and find at the fifteenth floor that it is not severe at all. Most genial fellows they are, these linseed-oil magnates, dealers in quinine, manufacturers of drugs, distributors of paints and chemicals. Before you know it they will have you down at the governor's table, where better things than paregoric are served and good stories go the rounds. What a buzz of talk about one o'clock! What jolly faces! Among the four hundred members are men who journey constantly over the country and always have new things to tell. And there are some not in the drug trade; here is a lively table of John-street jewelers, here are men from the Hide and Leather Bank, and behind that screen are a dozen Seventh Regiment veterans.

"We are like a big family," said one of the managers to me. 'I suppose a third of our members have offices right in this building. The club brings lots of them here. And see how they enjoy themselves!'

"This genuine enjoyment was even more apparent after the meal, when the smoking room at the east end was crowded and as many chairs as possible were drawn close to the row of panorama windows that bring the river and Brooklyn into the club's front lawn, as it were. The ferry boats are so near that fancy almost catches the splash of their paddles. The old bridge, with its twin towers and drooping cables, reaches away almost underfoot, while on the left is the new bridge, the daily growth of which has been watched by members for months with a sort of proprietary interest. And there at the left is another familiar landmark (but not up to our height)—the tall, strange shaft of the dingy shot tower.

"One would scarcely expect to find a choice collection of paintings in a club of this kind, yet here they are on all the walls, a genuine Murillo, a genuine Rubens, and dozens of others, fifty thousand dollars' worth, nearly all of them loaned by members. So that, looking within or looking without, the eye rests upon something of beauty, and that in itself is a quieting and inspiring influence. Also, for the further joy of all concerned, there is the ladies' dining room down at the other end, finished in pale green and abundant in gaiety."

Accompanying the article is a series of charming illustrations of views in and from the various mid-air clubs, including an excellent plate showing the Brooklyn Bridge as seen from the Drug Club windows.

The Pittsburg College of Pharmacy Shares in the General Prosperity.

The Pittsburg College of Pharmacy has created a new chair, namely that of Applied Pharmacy, which has been tendered to Prof. J. H. Beal, of Scio, Ohio, in whose hands, it is felt, it will prove of great importance to the coming generation of pharmacists. The college and pharmacists of Pittsburg are to be congratulated on so able and progressive a teacher as Professor Beal.

The creation of a new chair, as also the great increase in the attendance at the college, makes it necessary to provide additional room, and extensive improvements are being added. Plans for an annex to the college building are at present being drawn up by Architect Bler. The proposed new structure is to be sixty-five by forty-five feet, of brick and stone, four stories high, and fire proof throughout. It is the intention to refit the old building for laboratory purposes exclusively, the new building supplying new lecture rooms, an amphitheatre, library, museum and faculty rooms. This will permit of the increase in the size of the present pharmaceutical and chemical laboratories and the installation of the new departure, a laboratory of Applied Pharmacy.

The Laboratory of Pharmacognosy will be in charge of Prof. W. J. McAdams, who it at present in Europe, to be absent until the opening of the college term. It is expected that he will bring with him many valuable and practical ideas regarding this branch.



Modern Equipment in Pharmacies.

The pharmacy that attracts the most remunerative trade, will always be found to be the best equipped so far as furnishings are concerned. Not only is this true, so far as the one feature of attractiveness alone, but it spells economy as well. For instance, the indestructible steel wire chair, table and soda fountain stools, manufactured by the Chicago Wire Chair Co., of No. 180 Illinois street, Chicago, will last, it is claimed a life time, without repairs. Nothing is lost by their purchase and much may be gained. Write for prices and mention this paper.

The New Hood Calendar.

"Columbia's Daughters" is the title of a lovely sketch, especially painted for C. I. Hood Co. by an eminent New York artist, as the subject for their 1902 Calendar. This sketch represents types of American beauties, such as The New England Girl, The Southern Girl, The New York Girl, The Western Girl. A new feature of this calendar is the weather forecasts for every month, especially prepared by one of the most successful forecasters in the country. Altogether Hood's Calendar, 1902, is one of remarkable merit, beauty and value. The popular demand for them is likely to be so great that no druggist can afford to be without them. C. I. Hood Co.'s advertisement in this journal explains how to secure Hood's Calendars. 1902.

Gin for Medicinal Use.

It is essential that the drug trade, when dealing in bottled liquors for medicinal and family use, should be assured of the purity and strength of the goods handled. In the case of Clarke's Pure Old Juniper Gin, bottled at the distillery of Clarke Bros. & Co., Peoria, Ill., it is held that this is the best gin for family and medicinal use ever put on the market. Its price is \$8.50 per case, and it will be found, it is claimed, to fulfill admirably all the requirements customary in the prescriptions of physicians. Gin, when of good quality, is recognized by the medical profession as one of the purest of stimulants, while it at the same time possesses well-marked medicinal properties of its own, being prized by many for its diuretic effects. But only disappointment will result unless an article of recognized purity is used, and this is just where the Juniper Gin here noticed has the advantage. Mention the AMERICAN DRUGGIST in writing.



HINTS TO BUYERS

A delightful preparation for the skin, it is claimed, is Witch Hazel Jelly, which is prepared only by the Mayell & Hopp Co., of Cleveland, Ohio. It preserves the skin natural, clear, soft and smooth. Mention this journal when you write.

Unsurpassed advantages are offered to students by the Illinois College of Pharmacy, of Chicago, the annual course of which began September 23. Readers of the AMERICAN DRUGGIST should write for Circular D to Prof. Oscar Goldberg, Dean, No. 2421 Dearborn street, Chicago.

An excellent granular effervescent magnesium sulphate is claimed to be Abbott's Saline Laxative. It will pay druggists to investigate the value of this compound. Write to the Abbott Alkaloid Co., of Chicago. Full particulars will be sent if the AMERICAN DRUGGIST is mentioned in writing.

Scientific and practical finger cots that give protection and do not exert painful pressure where they should not are the kind made by the Huron Rubber Company, of Cleveland, Ohio, and it will pay you to write for a sample. They are cheap and better than the old style. Mention this paper.

There are many soaps offered to the druggist, and most of them are of merit. Little need be said to those who have it in stock of the worth of Listerine Toilet Soap. Its price is \$12 per gross, and the trade is supplied by the wholesalers. When you write state what paper called your attention to it.

Bromo Quinine is a valid trade-mark, and infringers are liable to prosecution. These facts have already been impressed pretty fully upon the minds of dishonest tradespeople, and the Paris Medicine Co., of St. Louis, Mo., calls attention to them merely to show that it pays to handle nothing but the genuine article.

Free advertising matter designed to bring the soda water drinking public to recognize the virtues of Coca-Cola may be had by writing to any of the branches of the Coca-Cola Co., in Atlanta, Chicago, Dallas, Philadelphia or Los Angeles. This beverage will, it is claimed, draw many customers to your fountain. Mention this journal.

"A Square Deal." You get this when you write to the New York Pharmacal Association, Yonkers, N. Y., asking for the circular; and you get it when you order Lactopeptine and its preparations. The association mentioned is not backward in telling you how to stimulate its prescription and sale. Mention the AMERICAN DRUGGIST when you write.

It is claimed for McAvoy's Malt Marrow, not alone that physicians recommend their patients to use it freely, but that it contains less alcohol than any similar tonic. Another interesting fact is that it nets the pharmacist the largest profit. Write for agency and advertising to the McAvoy Extract Department, Chicago, mentioning the AMERICAN DRUGGIST.

Summer or winter, no mother can afford to ignore the sterilization of milk with which babies are fed artificially, no matter whether the milk is given alone or in connection with some prepared food. Druggists can confidently expect to make a nice profit selling the Arnold Milk Sterilizers and Pasteurizers. Write to Wilnot Castle & Co., No. 28 Elm street, Rochester, N. Y. Mention this paper.

Stewart's Gipsy Pile Ointment has been on the market since 1883, and the demand for it is reported by its manufacturer, Fred. W. Stewart, druggist, Oswego, N. Y., to be greater than ever. The ointment sells at 50 cents, and the profits are large. Over 1,000 testimonials have been received from physicians. The ointment will be sent express or postage prepaid. Mention this paper when you write.

Druggists who have a reputation to sustain should be sure to buy a Torsion Balance. They are accurate, sensitive to an extreme degree, and their price, considering their value, very small. Two balances that the Torsion Balance Co., of No. 92 Reade street, New York, call particular attention to are the new \$20 counter scale and the Favorite prescription scale. Write for particulars and catalogue.

The claim of being the oldest essence distillers is made by W. J. Bush & Co., Incorporated, of London and New York. This widely known firm has establishments at Mitcham, England, Grasse, France and Messina, Sicily. Its output includes essential oils of all kinds, synthetic products and flavoring essences. Write to the New York office, No. 5 Jones Lane, for prices, and say where you saw this notice.

Handsome and attractive containers help to push the sale of many an article handled by the drug trade. Some of the neatest as well as the best seamless tin plain, lacquered and decorated boxes in the market are made by W. A. Gill & Co., of Columbus, Ohio, and it will pay druggists and manufacturers to look them up. A complete illustrated price-list may be had free on application. Mention this paper.

The claim by the International Blank Co., of Nos. 612-614 Main street, Cincinnati, Ohio, that they sell more prescription blanks to druggists than any other house in the world, seems based on truth, for they are credited with doing an enormous business. Their duplicating blanks, tinted bond blanks and blanks on bond paper are all attractive specialties. Catalogues and samples may be had on application.

The full list of special preparations manufactured by Allen & Hanbury's, Limited, of London, England, may be relied upon for their intrinsic value, but the place at the top must be given to Allenbury's Foods, a progressive dietary that has been found well suited to the growing digestive powers of the infant. Obtain price-list and literature from the U. S. A. branch, 81 and 83 Fulton street, New York, mentioning this paper.

There is considerable satisfaction to the conscientious druggist in knowing that every drug ground by a house like Gilpin, Langdon & Co., Baltimore, Md., is botanically correct, and that those depending upon alkaloids for their medicinal value are required to come up to standard strength. Every crude drug found to be not perfect in all respects is rejected. Send for price-list and formulary and mention the AMERICAN DRUGGIST.

There is surely small need for an introduction to the trade of Seabury & Johnson, of New York, and they merely emphasize the fact in their announcement that their products are standard to impress it the more strongly on the mind of the trade. It pays to sell the best plasters, and the conceded high reputation of the house in question carries with it a recognized guarantee. Send for a catalogue and do not omit mentioning this journal.

A. W. Straub & Co. (the Quaker City Grinding Mills), of Philadelphia, Pa., has arranged with the Simmons Hardware Co., of St. Louis, Mo., to handle their F 4 drug and peanut butter mills all over Mexico. This house has already exported large quantities into Mexico to grind boiled and water-soaked corn, out of which the natives make "Torteo" cakes, a large proportion of the Mexican diet. The handiness of the little mill commends it to druggists.

Bright, shining metal and polished marble and glass help to make drug stores clean and attractive. Although it is called the Barkeeper's Friend, the preparation manufactured and sold by Geo. Wm. Hoffman, of No. 295 East Washington street, Indianapolis, Ind., is so perfect a preparation of its kind that it is equally the friend of the pharmacist, and all who require a first-class polishing paste send for a free sample, mentioning this paper, and convince yourself.

By using the new and improved "Enule" Rectal Suppositories great ease of insertion is insured and expulsion is rendered impossible. The manufacturers, Burroughs, Wellcome & Co., of London, have acquired the Genessee patents and processes for the manufacture of suppositories inclosed in airtight sheaths, and these are made in that style. The sheath can be instantly stripped off. Write to the American depot, Fairchild Brothers & Foster, New York, mentioning this paper.

So many people are troubled with corns nowadays, and so few know how to get rid of them, that druggists should not fail to look into the merits of the Safety Corn Knife, for sale by the Sperry & Alexander Co., of No. 300 Broadway, New York. It is impossible to cut the skin with this knife, and the knife part, which is of razor steel and highly tempered, can be removed and resharpened. The price is \$3.50 per dozen, and a sample will be sent by mail on receipt of 50 cents. Mention this journal.

There is little time to be lost by young men desirous of entering the Philadelphia College of Pharmacy. The eightieth annual course of lectures begins October 1. Some of the features of this famous school are a graded course leading to the Degree of Doctor in Pharmacy (P. D.) or Pharmaceutical Chemist (P. C.); laboratory instruction in each department; optional course in Bacteriology; the course in Commercial training is free to all students; young women are admitted on equal terms with young men. A prospective student should send for information to W. Nelson Stem, Registrar, 145 North Tenth street, Philadelphia, mentioning this paper.

HOT WATER

AN INNOVATION IN URNS



YOU TURN THE HANDLE IT DOES THE REST

**The NEW VIGORAL URN WITH
HEATER GIVEN FREE WITH
EACH VIGORAL URN CASE**

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A handsome, nickel-plated, hot water Urn with a reservoir above connected by a two-way faucet. Turn the handle one way and obtain the desired amount of Vigoral; the other way and get the hot water. Both may be regulated at will. Total height over all, 26 inches. With water gauge and an odorless gasoline heater that fits under Urn. Will burn from ten to twelve hours without refilling at a cost of about three cents. The hot water compartment will hold two gallons of water and the top reservoir five pounds of Vigoral. May be used for serving any drink desired.

This Urn, complete with Heater, is given *free* (see offer on opposite page) with our Vigoral Urn Case, price \$20.00, which contains goods to the value of the price asked; or the Urn and Heater will be sold without Vigoral Case for \$7.00.

Total Height Twenty-six Inches
Capacity of Urn Two Gallons
Capacity of Reservoir . . One-half Gallon

TRADE SUPPLIED BY ALL JOBBING DRUGGISTS

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AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

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THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

THE crucial point has been reached in the history of the N. A. R. D., which is now in session at Buffalo. Many discordant factors have been harmonized at great effort and with greater or less success in perfecting this organization. The address of the President, W. C. Anderson, shows a keen appreciation of the momentous character of the task undertaken by this association and of the formidable nature of the obstacles to be overcome. There are even now, before the meeting has gotten fairly under way, evidences of radical differences of opinion among the leaders which may lead to bitter dissensions unless the greatest skill and tact be employed in treating the vexed questions presented for solution.

Let us hope that the earnest, conservative, forceful methods which have brought this organization to its present completeness may serve to guide it through the difficult and intricate problems it is now called upon to solve.

An effort is being made to commit the association to the establishment of an official organ. We are confident that the good sense of the leaders in the N. A. R. D. will prevent the organization from committing any such folly. If conducted on strictly legitimate lines such an organ would be a source of very serious outlay, but this is a small matter as compared with the possible result of placing in the hands of an advertising canvasser the temptation to utilize the name and prestige of the association as a means of extorting blackmail under the guise of advertising patronage from those who might fear the ill-will or court the good-will of the organization. However high and disinterested the motives, however honorable and straightforward the methods of the association and of its officers, those motives could be made to appear odious and those methods made to seem vile by the acts or insinuations of any irresponsible advertising canvasser who might be hired to secure advertising patronage for the organ with a view to meeting the expenses of its publication. Every drug journal in the United States has always freely opened its columns to the news of the association, and the officials have been afforded every opportunity to reach the entire drug trade of the United States through the columns of the journals already established, without incurring any expense or undertaking any risk. Nothing more than this could legitimately be accomplished by an organ, for if money should be made by it the officers of the association may rest assured that the money would be tainted with dishonesty and smirched with dishonor.

THE ELEMENTS OF SUCCESS IN PHARMACY.

AT this time, when the colleges of pharmacy throughout the country are opening their doors to admit aspirants for pharmaceutical knowledge, it is well to pause for a few moments and to inquire into the essential elements of professional success. The word success has come to assume a wide meaning, and probably no two men who have given the subject a thought agree upon what success is in its ultimate analysis. Volumes have been written upon the choosing of a vocation, and periodicals with large circulations have been established in order to publish articles and gathered opinions on the elusive conception,—success.

Prof. Edmond Dupuy, to his students at the University of Toulouse, in the course of an inaugural address (*L'Union Pharmaceutique*, July, 1901), said: "If you ask a physician, a lawyer, an engineer, a manufacturer, or a merchant about his occupation, you will receive, in nine cases out of ten, the following answer: 'If I had known the difficulties, the duties, and the burdens of my calling, I should never have chosen it as my own.' Indeed, the remark is not new, for does not Horace say in one of his odes:

Qui fit, Mæcenas, ut nemo, quam sibi sortem seu ratio dederit, seu fors objecerit, illa contentus vivat?

Every profession, then, says Professor Dupuy, has its advantages and its drawbacks, and pharmacy is not an exception. The practice of any profession is, like life itself, a serious matter and often a difficult task. The burden, however, is more or less heavy, according to the strength of character and the philosophic spirit of the one who bears it. The elements of success in life, no matter what our calling may be, have been fairly well defined by all who have written on the subject of choosing a profession,—and this is the way the writer quoted above summarizes them:

(1) To have that which is necessary for the comfort of life; to be able to found a family; to educate children, and to save enough for a period of rest in later years.

(2) To have work that favors the exercise of the higher faculties, their development and their improvement, but that does not absorb all one's activity; work that gives an opportunity for the necessary relaxation and for the cultivation of the mind in other, more general directions; work that enables one to watch over one's family and to enjoy the sweetness of home, to talk with one's friends, and to maintain one's relations with the world at large.

(3) To be useful to society.

Let him who enters the college of pharmacy consider well before he goes further whether the social, economic and professional status of pharmacy in America promises him these essentials of success. Let him not be deluded by that illogical figure of speech, "There is always room at the top," and let him remember that in all callings it is but the smallest minority that ever reach the top, and that the immense majority through life fight their way in the crowded ranks of the bottom or middle strata. What, then, shall one do to be saved from failure or mediocrity in pharmacy? Let us once more listen to

the learned Frenchman whom we have quoted. He says:

"In order to be successful in pharmacy—in other words, to be one of the favored few in our calling—we must fulfill certain conditions—namely:

"(1) To love and respect our art.

"(2) To possess the proper mental, physical, moral qualities.

"(3) To establish ourselves in the most favorable conditions.

"(4) To fulfill legal, moral, professional and social duties that belong to our calling."

To discuss each of these four conditions in detail would require as many separate articles. In the meanwhile we should be pleased to receive suggestive letters from readers who, like ourselves, are interested in the mooted questions concerning the social dynamics of pharmacy as a profession. To such communications we should be glad to accord such space as technical exigencies allow, and we fancy an interesting conversation can in this manner be conducted between the editor and the readers, for the benefit of all concerned.

THE GOLDEN JUBILEE OF THE NEW YORKER DEUTSCHER APOTHEKER VEREIN.

ON October 1 this Association completed the fiftieth year of its existence. Founded half a century ago by a few German druggists of New York, who met for the promotion of good fellowship and the advancement of pharmaceutical knowledge, the Association has become one of the most influential pharmaceutical organizations in the city. Its early history was that of a happy nation,—uneventful,—but about thirty years ago the Association began to take an active part in the current questions pertaining to pharmaceutical legislation, and in 1889 a Legislative Committee was appointed. In the same year a system of legal defense was instituted, the purpose of which was to shield the members from the wiles of certain designing persons and corporations who began suits for damages on false pretenses, or who beguiled unsuspecting druggists into trifling violations of law. From that time on the Association enjoyed great popularity, and continued to flourish apace with the growth of the city. To-day the German Apothecaries' Association of New York is composed of over 300 members, most of whom are of German descent but of American birth. The official language of the Association is still the German, and the spirit that permeates the organization is essentially that which distinguishes similar societies in the Vaterland. It is to this peculiar talent of our German *confrères* for organization, for sociability, and for that indefinable something that they characterize by the term "Vereinsleben," that the success of the Association is due. The men who founded it fifty years ago all held honorable positions, and some occupied eminent places, among the pharmacists of the city. All of the founders save one have now passed away, and it is meet and right indeed that their memories should be kept green on this anniversary occasion.

NOTES ON FORMULAS.

BY HENRY P. HYNSON,

Baltimore, Md.

The following notes on formulas were submitted by Henry P. Hynson, of Baltimore, to the Committee on National Formulary of the American Pharmaceutical Association at the meeting held in St. Louis in September:

BEEF, WINE AND IRON.

Extract of beef.....	Gm. 280.0
Tr. ferr. citro-chlor.....	Cc. 280.0
Hot water.....	Cc. 480.0
Alcohol.....	Cc. 1,000.0
Syrup.....	Cc. 1,000.0
Comp. Spirits orange.....	Cc. 8.0
Port wine, detannated, enough to make.....	Cc. 8,000.0

Rub up the beef extract with the hot water; add the alcohol and allow to stand three or four days; then recover the alcohol by distillation. Add to the residue 6000 Cc. of the wine, to which the compound spirits of orange have previously been added. Finally, add the tincture of iron citro-chloride, the syrup, and enough wine to make 8000 Cc.

COMPOUND SYRUP HYPOPHOSPHITES.

Calcium hypophosphite.....	Gm. 17.5
Potassium hypophosphite.....	Gm. 17.5
Sodium hypophosphite.....	Gm. 17.5
Iron hypophosphite.....	Gm. 2.55
Manganese hypophosphite.....	Gm. 2.25
Quinine hypophosphite.....	Gm. 2.25
Strychnine.....	Gm. 0.275
Acid hypophosphorous dilute.....	Cc. 2.00
Sodium citrate.....	Gm. 3.75
Sugar.....	Gm. 800.00
Water, enough to make.....	Cc. 1,000.00

Rub the hypophosphites of iron and of manganese with the sodium citrate; add 60 Cc. of water, and warm the mixture until a clear greenish solution is obtained. Dissolve the strychnine, then the hypophosphites of quinine, calcium, sodium and potassium, in 400 Cc. of water, to which the hypophosphorous acid has been added. Mix the two solutions and filter. Dissolve the sugar in the filtrate and add sufficient water to make 1000 Cc.

COMPOUND SYRUP HYPOPHOSPHITES, N. F., MODIFIED.

In the formula for the above named syrup, ferrous hypophosphite is substituted for the ferric salt and strychnine for the tincture of nux vomica. A clear light colored syrup will be the result.

Calcium hypophosphite.....	Gm. 33.0
Potassium hypophosphite.....	Gm. 17.5
Sodium hypophosphite.....	Gm. 17.5
Manganese hypophosphite.....	Gm. 2.25
Ferrous hypophosphite.....	Gm. 4.50
Quinine hypophosphite.....	Gm. 1.125
Strychnine.....	Gm. 0.275
Acid hypophosphorous.....	Cc. 2.00
Sugar.....	Gm. 800.00
Water, distilled, enough to make.....	Cc. 1,000.00

Prepare the ferrous hypophosphite by dissolving 6.72 Gm. of ferrous sulphate (crystals) in 15 Cc. of water and 4.10 Gm. of calcium hypophosphite in 25 Cc. of water. Mix the two solutions and when reaction is completed filter and wash the filtrate containing the ferrous hypophosphite in solution. Dissolve the calcium, potassium, sodium and manganese in 400 Cc. of water, to which has been added the hypophosphorous acid; then add the solution of ferrous hypophosphite and sugar. Agitate until latter is dissolved, then strain and add enough water to make 1000 Cc.

ELIXIR CINCHONA.

Quinine sulphate.....	Gm. 1.75
Cinchonine sulphate.....	Gm. 1.75
Alcohol.....	Cc. 280.00
Oil of anise.....	Cc. 0.10
Tinct. card. comp., detannated.....	Cc. 90.00
Tinct. cudbear.....	Cc. 38.00
Simple syrup.....	Cc. 300.00
Water, enough to make.....	Cc. 1,000.00

Dissolve the alkaloidal salts in the alcohol by the aid of heat. Mix the alkaloidal solution with the compound tincture of cardamom, to which the oil has been added; then with the tincture of cudbear, simple syrup and, finally, enough water to make 1000 Cc. Filter.

LIQUOR ANTISEPTICUS.

Acid benzoic.....	Gm. 8.25
Sodium borate.....	Gm. 8.25
Acid. boric.....	Gm. 16.50
Thymol.....	Gm. 2.50
Alcohol.....	Cc. 180.00
Eucalyptol.....	Cc. 1.50
Oil of spearmint.....	Cc. 0.25
Precipitated calcium phosphate.....	Gm. 10.00
Menthol.....	Gm. 0.75

Oil wintergreen.....	Cc. 1.50
Caramel.....	
Water, enough to make.....	Cc. 1,000.00

Dissolve the benzoic acid, thymol, eucalyptol, oil of wintergreen, oil of spearmint and menthol, in the alcohol and mix with the precipitated calcium phosphate. Dissolve the sodium borate in 400 Cc. of water. Mix together the alcohol mixture and aqueous solution and enough water to make 1000 Cc., and filter. Color with caramel, a light yellowish brown.

TO DISPENSE CLEAR.

I.

Quinine sulph.....	3i
Strych. sulph.....	Gr. i
Acid phos. dil.....	Gr. vi
Ferril phosph.....	3iiss
Aqua Ammoniae.....	3i
Elix. simp., q. s.....	5viij

This prescription can be dispensed as a clear solution by proceeding as follows: Dissolve the iron in four ounces of the elixir by the aid of heat. When cool neutralize exactly by ammonia water, using more than the above quantity if necessary. Dissolve the quinine sulphate and the strychnine sulphate in the dilute phosphoric acid. Heat and boil for a minute or two to reduce the ortho to metaphosphoric acid. When cool add enough elixir to make four ounces. Mix the two solutions, adding enough elixir to make eight ounces.

II.

Tinct. ferril chlor.....	3ij
Strych. sulph.....	Gr. i
Mercuric chloride.....	Gr. i
Acid hydrochloric dil.....	3ij
Syr. lemon, q. s.....	5iv

The above prescription can be obtained in a clear solution by the following method: Dissolve the mercuric chloride in the tincture of ferric chloride. Dissolve the strychnine sulphate in a few minims of water and add the dilute hydrochloric acid to the strychnine solution; then add the two solutions together, the tincture of ferric chloride and hydrochloric acid solution, followed by syrup of lemon in sufficient quantity to make four fluid ounces.

III.

Potass. chlorate.....	3ij
Tr. cinchona comp.....	3iiss
Tr. Gualac.....	3i
Honey.....	
Peppermint water, enough to make.....	5iv

Add together the compound tincture of cinchona, tincture gualac and honey, and mix thoroughly. Dissolve the potassium chlorate in the peppermint water and add the solution to the mixture of honey, gualac and compound tincture of cinchona, and a smooth mixture can be obtained.

TEST OF PRESENCE OF CANE SUGAR IN MILK SUGAR.

The test solution is composed of resorcin, 3 parts; hydrochloric acid, 1 part; alcohol, 100 parts.

Dissolve 0.1 Gm. of the suspected sugar of milk in a few drops of water contained in a porcelain dish; add to this solution five or six drops of the test solution, and evaporate slowly over an alcohol lamp. The outer edge of the solution is allowed to boil a little. The dish is then tipped to one side. On the surface, left moist by the receding liquid, continue heat gently. If a trace of cane sugar be present there the beautiful flashes of vermilion color will be visible over the heated surface. If there be an appreciable amount (5 to 10 per cent.) of cane sugar present, there will be formed a vermilion mirror, which can be more clearly seen upon carefully evaporating the entire solution. The evaporation must take place slowly, as the sugar will readily char if exposed to too much heat.

A brownish red color, quickly charring and not spreading, must not be mistaken for cane sugar. This coloration is caused by the milk sugar, but should not be confused with the vermilion coloration of cane sugar.

Echinopsin.—This substance has been isolated by Greshoff (*Chem. Ztg.*, 1900, Rep. 133), from 15 varieties of *Echinops* seeds. The seeds were deprived of fat, and extracted with 95 per cent. alcohol to which 3 per cent. of acetic acid had been added, the extract evaporated, and the residue dissolved in water. The alkaloid may be easily precipitated with chloroform from a neutralized solution. Its formula is $C_{11}H_7NO$, and it is said to be strongly poisonous.

PAPERS READ AT ST. LOUIS.

A Conspicuous of the Subjects Presented for Discussion at the 49th Annual Meeting of the American Pharmaceutical Association.

The papers presented at the annual meeting of the American Pharmaceutical Association, recently concluded at St. Louis, and of which a detailed account was published in the last issue of the AMERICAN DRUGGIST, were remarkable both for number and quality. Besides notable contributions to scientific pharmacy, giving evidences of patient research, papers were read on subjects of a more practical character, and we have at least one paper dealing with the outlook of pharmacy from a sociological standpoint, which possesses perhaps the greatest general interest for the student and historian of pharmacy. Many of the papers are too lengthy to print in full, and in the abstracts printed below we have endeavored to faithfully present the gist of the various papers without sacrificing any of the essential points.

VERSATILITY OF DR. CHARLES RICE.

In this paper Prof. John Uri Lloyd presents a side of the life of the late Dr. Charles Rice which will be viewed with pleasure by many of the friends of the deceased, who, perhaps, knew him only as the tireless worker in fields of exact science. When Professor Lloyd's book "Etidiorpha" was announced, Dr. Rice took much interest in the project, exhibiting, indeed, a remarkable enthusiasm in the progress of the work. Not only did he enter heartily into the subject under discussion but he wrote most interesting letters regarding the different ideas advanced in Etidiorpha, as well as the speculative outreaches of that most fascinating work. Dr. Rice betrayed an even greater interest in the second of Mr. Lloyd's popular books, that interesting study of Kentucky life entitled "Stringtown on the Pike." He caught the fact that Lloyd's cardinal object was to record conditions existing forty years ago in what was to the date of the publication of "Stringtown" an unknown section of our country, and he entered with enthusiasm into the work which Professor Lloyd was attempting to do, to wit: the painting of a portrait of human life and human emotions that existed on the border land between North and South in the momentous period during and following the Civil War. Dr. Rice was zealously interested in Professor Lloyd's attempt to depict by dialect the manner of speech and the colloquialisms of the people of Northern Kentucky, and wrote to Professor Lloyd regarding this feature of the novel, the following being an abstract of one of his letters:

All your critics say that you have reproduced the dialects as near as letters could make them. Now, in connection with this rendering of dialect, I want to mention something which will probably be already known to you, but which will not suffer from being repeated. Some foreign authors of novels, when they want to get as near to a special dialect as possible, go to the district where it is spoken, or hunt up some one in their vicinity who speaks it correctly, and get the passages that are to be in dialect spoken into a phonograph. This makes a record which can at any time be reproduced at any desired tempo, and from which the rendering in letters may be verified. This is also done by some teachers of foreign languages, some even selling the "records" to persons residing in other places. These "records" teach pronunciation.

Professor Lloyd's object in presenting a paper of this kind was, as he says, to record a phase of life going to show that men like Dr. Rice, who devote their whole life apparently to one line of thought have privileges in human action. The study of life is the right of every man.

CALCIUM OXALATE CRYSTALS IN THE STUDY OF VEGETABLE DRUGS.

The presence and distribution of calcium oxalate crystals in vegetable drugs is coming to be recognized as an important diagnostic factor, and in the paper by Professor Henry Kraemer it is shown that the salt occurs in plants in two systems of crystals, the monoclinic and the tetragonal, and he appears to think it probable that but one of these systems is represented by our vegetable drugs—namely, the monoclinic system, which includes some half dozen forms, as rosette shaped crystals, prisms, crystals-fibers, raphides, cryptocrystalline crystals and membrane crystals. The first named form is more largely represented in our drugs than any other form, the author

naming thirty-one vegetable drugs in which rosette aggregates occur. Next to this form of crystals the prisms and pyramids are found in the greatest number, and the calcium oxalate crystals of this group are sometimes mistaken for silicon; twenty-three drugs are named as possessing this characteristic form. In a number of drugs a single monoclinic prism occurs in each of the parenchyma cells adjoining the sclerenchyma fibers, and to this single longitudinal row of superimposed cells the name crystal fiber has been applied. Professor Kraemer names twelve drugs in which these crystals are found, and gives the size of the individual crystals. The group of needle shaped crystals called raphides is found in various plants, and is sometimes mistaken for calcium phosphate. They are found in eleven drugs named by the author. Cryptocrystalline crystals of calcium oxalate are exceedingly small, deltoid or arrow shaped, and in the author's opinion are in the nature of hemihedral forms of monoclinic crystals. They occur in belladonna leaf and root, in cinchona, phytoilaca root and quassia. The crystals styled membrane crystals, which are large monoclinic crystals surrounded by a membrane, are peculiar to the peel of the sweet and the bitter orange. The author shows that certain drugs are lacking in any crystals of calcium oxalate, or that the crystals are so few as to be without any diagnostic value. The principal representatives of this class of vegetable drugs are aconite, capsicum, colchicum, digitalis, peppermint, nux vomica, podophyllum, sassafras, senega, ginger, and others. The value of the study of the characteristic form or absence of calcium oxalate crystals is, says Professor Kraemer, at once apparent when we consider the ease with which one can distinguish without question the solanaceous leaves, horny belladonna root from inula, the genuine cinnamon, strophanthus seeds, and other drugs from those which are spurious; as also true spigelia from adulterant containing calcium carbonate. The function of or part which calcium oxalate plays in the economy or life work of the plant appears to be unknown, as was brought out in the course of the discussion on the paper, especially by an inquiry by Professor Lloyd.

THE ESTIMATION OF CHLOROFORM.

Prof. W. A. Puckner has studied the methods of recovering the chloroform from the chloroform-ether mixtures used in estimating the alkaloidal contents of drugs by the method of Keller, or one of its modifications. After distilling a chloroform-ether mixture and removing most water and alcohol with calcium chloride, doubt often exists as to the relation of ether to chloroform in the distillate. The method of determining the specific gravity of the mixture is not regarded as a safe criterion, the amount of alcohol in the water remaining in the mixture not being accurately known. The author considers the method of L. de Saint Martin the most satisfactory. In this process chloroform is heated with an excess of an alcoholic solution of potassium hydroxide in a sealed glass tube, when the reaction $\text{CHCl}_3 + 4\text{KOH} = \text{HCOOK} + 3\text{KCl} + 3\text{H}_2\text{O}$ occurs. The tube is kept in boiling water for three hours, then cooled, opened, the alkali neutralized, and then the chloride determined with volumetric silver nitrate. Professor Puckner's paper is taken up with a record of experiments, made with a view of avoiding the use of a sealed tube. Incidentally the effect of a shorter time of heating as well as the feasibility of determining the chloroform from the amount of alkali, which disappears during digestion, was considered. The use of rubber corks was found to be impracticable, while corks were destroyed in contact with the alkali. Satisfactory results were obtained when the liquids were measured in a two-ounce vial, stoppered with a sound cork, this covered with muslin and tied down firmly, the chloroformic solution mixed with the alkali by rotation and placed in boiling water in an upright position, so that at no time the contents came in contact with the cork. The author records a number of experiments made to determine the time of heating required for complete decomposition of the chloroform. Decomposition was incomplete when the time of heating was reduced to one hour and the author adopted three hours' digestion for all later experiments. The method finally adopted by the author for the estimation of chloroform in chloroform-ether mixtures was as follows:

To 10 Cc. of an approximately normal alcoholic solution of potassium hydroxide, either free from chlorides or else of a known chloride content, and contained in a vial, add a measured volume of the chloroform-ether mixture representing 0.05–0.2 Gm. chloroform.¹ stopper

¹If the per cent. of chloroform in the mixture is not even approximately known, 1 Cc. may be digested with 25 Cc. normal alcoholic potassium hydroxide solution for one hour, and the residual alkali determined with normal acid and phenolphthalein, when the Cc. of normal alkali which disappeared during the digestion multiplied by 0.02977 will give the amount of chloroform contained therein sufficiently close to judge the quantity to be taken for the actual determination.

with a sound cork, cover with cloth and tie this down firmly, mix the two liquids by rotation, then place the vial in boiling water in such a way that at no time the contents come in contact with the cork and retain the temperature for three hours. Remove the vial from the bath, let cool, add phenolphthalein and then sufficient sulphuric acid to exactly neutralise the liquid,² then add two drops of potassium chromate T. S. and titrate with decinormal silver nitrate. Or if Volhard's method of estimation is preferred, add to the finished digestion 10 Cc. dilute nitric acid, an excess of decinormal silver nitrate, 5 Cc. ferric ammonium sulphate T. S. and determine the excess of silver nitrate with decinormal potassium thiocyanate. In either case 1 Cc. of decinormal silver nitrate represents 0.003969 Gm. CHCl_3 .

THE SEPARATION OF CINCHONA ALKALOIDS WITH ETHER.

The experiments narrated in this paper by Prof. Wilbur L. Scoville were undertaken with a view of ascertaining to what extent the ether soluble alkaloids of cinchona—quinine, quinidine and cinchonidine—could be separated from cinchonine and the amorphous alkaloids which are only slightly soluble in ether. The author had no precedents to follow, little having been written upon the action of ether upon mixtures of cinchona alkaloids. A good many difficulties presented themselves which taxed the ingenuity of the experimenter to overcome. In the application of the ether he was met with the tendency of the mixed alkaloids to clot together upon precipitation, necessitating the subsequent powdering of the alkaloids before treating with the ether. It was found that by shaking the ether thoroughly with an alkaline aqueous fluid, the action of the ether was just as efficient as when employed upon powdered alkaloids. It was necessary to learn the quantity of ether required for the extraction of an average amount of quinine, quinidine and cinchonidine from a mixture with cinchonine. The author describes his experiments in detail, and the extractive power of ether in volumes of different proportions is indicated by figures in tabular form. He regrets the unfinished condition of the paper, and the apparently negative results, concluding with the statement that the only clear conclusion to be drawn from his experiments is that the use of a moderate excess of ether gives results closer to the truth than a deficiency, and that the separation of quinine alone by ether must be considered fallacious.

THE MEDICINAL PLANTS OF THE PHILIPPINE ARCHIPELAGO.

This is a review by Prof. Clement B. Lowe of a work on the medicinal plants of the Philippines, which is shortly to be issued by the publishing firm of P. Blakiston's Son & Co., Philadelphia. Professor Lowe having been favored with advance sheets for the purpose. The presentation of a paper of this kind must be regarded as an innovation of questionable value.

THE GROSS AND HISTOLOGICAL CHARACTERS OF POWDERED COTO, PARACOTO, WINTERA AND CANELLA.

The principal object of this study by Prof. Albert Schneider was to compare coto, paracoto, wintera and canella barks with a view to determining some recognizable, histological, differential characteristics. He recites the facts regarding the first introduction of coto bark into England, in 1873, and into Germany in 1874, and remarks that it is only within recent years that the drug has become known to the medical profession. [The abstracter recalls how coto bark was extensively used in the form of a tincture in the treatment of diarrhoeic conditions in the hospitals of New York some sixteen or seventeen years ago.] There seems to be some confusion in regard to the botanical origin of coto bark. The author, indeed, states that its botanical origin is unknown, and he touches upon this point but briefly, devoting his paper chiefly to a discussion of the characteristics of the powdered barks named in the heading. The color of the first three powdered barks is almost identical, being a cinnamon brown. As to the consistency of the different powders, the powders of paracoto and of wintera are less oily than coto. The odor of paracoto resembles coto, but is less pronounced, while wintera is more aromatic, terebinthine and camphoraceous, recalling calamus. The different specimens resemble each other in taste. The only reliable histological distinguishing characteristic between the bark of coto and paracoto is that the granular oil globules are absent from the latter. In wintera the large, greatly elongated stone cells are wanting. The characteristic differences between the various drugs enumerated are brought out with a fair degree of clearness in the engravings which

accompany the article. The powder of canella is at once distinguished from the other powders by its color.

THE SO-CALLED PURE BERBERINE OF R. GAZE.

This is a contribution from the laboratory of the William S. Merrell Chemical Co., of Cincinnati, by H. M. Gordin and C. G. Merrell. Being extremely technical in character the paper does not lend itself well to abstracting. The authors describe the method adopted by R. Gaze for the preparation of berberine and arrive at the conclusion that the product of his process is really berberine hydrochloride and not the alkaloid itself. Instead of being a weak alkaloid as is generally supposed, berberine is a powerful base, approaching in basicity the fixed alkalis, and decomposition ensues between it and the chloroform employed in Gaze's process, resulting in the formation of a hydrochloride salt.

TWO NEW METHODS FOR THE QUANTITATIVE ESTIMATION OF BERBERINE.

After describing a method of the assaying liquid extracts of barberry and hydrastis which has quickness and simplicity to recommend it, but is lacking to a certain extent in exactness, the author, H. M. Gordin, gives an alternative method providing for the separation of berberine and its ultimate estimation in liquids containing much other matter, by precipitating the berberine as an insoluble hydroiodide and the conversion of this into berberine acetone. One Gm. berberine acetone is equivalent to 0.8524 Gm. berberine. While this paper must be considered a valuable contribution to the chemistry of the subject under consideration and theoretically useful, its practical utility was not made manifest.

THE ALKALIMETRIC FACTORS OF DIACID ALKALOIDS.

H. M. Gordin has studied the combining weights of different organic bases with acids, and has set out to solve the problem of the composition of the precipitate produced by Mayer's and Wagner's reagent in the alkaloidal solutions, with regard to the bound iodine, and as to the amount of acid which the alkaloid takes up. As is the case with preceding papers by this author, this paper has to do with a somewhat recondite study, though the investigation recorded appears susceptible of practical application by manufacturers on a large scale.

SEA SALT.

Joseph File, Ph.G., has undertaken the study of the constitution of the sea salt of commerce, and in this paper he gives the analyses of various specimens as determined by different authorities. He himself collected a number of specimens of commercial sea salt, and found that about three varieties could be distinguished: (a) Large crystals measuring about eight millimeters, quite clear; (b) small crystals about four millimeters in length, light gray in color; (c) small crystals about three millimeters along the edge gray in color with an admixture of a few brownish yellow crystals. His analyses showed the salt to contain varying amounts of magnesium oxide, calcium oxide, and sulphur trioxide, with traces of potassium oxide, and in one specimen traces of iron. A study of these analyses indicated to the author that the specimens were not rock salt, as this substance is usually free from calcium salts and sulphates and its solution has no odor. He determined that the sea salt of commerce is the first crystallization of concentrated sea water, purified by quick lime and sodium sulphate. Sea salt is not a synonym of sodium chloride, but has a distinctive use as a name for an article very extensively used and obtained from the sea. The author considers that purified crude sea salt should find a place in the U. S. P., owing to its well established use.

A GINSENG GARDEN

Professor Lloyd describes a ginseng garden belonging to a gentleman in Union, Boone County, Ky., and shows a picture of the growing plants from a photographic view by Mrs. Lloyd. The subject of ginseng cultivation is attracting a great deal of attention at present, owing to the increasing scarcity of the plant. Professor Lloyd mentions the fact that the section of country about Cincinnati, the heavily wooded Ohio Valley, was at one time the chief source of ginseng supply. But as the woods have been mostly cleared off and the thickets cleaned out, this plant, which never grows in beds and is always very scattering at the best, is now nearly in a condition of extermination. The price the gatherers received in the time of the boyhood of the author was 50 cents a pound, even as low as 25 cents a pound. But now the price reaches from

²This acid need not be of any definite strength; an approximately normal acid is convenient.

\$4.00 to \$4.50 a pound. Only from the most inaccessible mountain lands of West Virginia and Eastern Kentucky and Northern Tennessee can we expect to get the vanishing supply of ginseng for the future, a supply that in 1886 amounted to 80,000 pounds from the city of Cincinnati alone. Professor Lloyd quotes from a letter from the cultivator in Union referred to above in which his method of cultivation is set forth, as follows:

I secured first about 300 plants from the woods where ginseng naturally grows in this section of the country. These plants were taken up with great care, plenty of dirt being left on the roots. They were carried in the cool of the day from their native location to the garden I had prepared. The earth was such as I would have used for the purpose of raising onions, a rich loamy soil. These plants were set about 6 inches apart, the rows being about 6 inches from each other. I did not notice in any instance that the transplanting disturbed the early plants in the least. From these 300 plants I collected the first year about 3,000 seed. That fall when the seeds had ripened I collected from the woods about 600 more plants, which I planted in the same manner as I had done the 300 plants, making a total of 900 roots. The following spring out of the 900 roots 800 came up, making a good crop of seed. To this I will add that of the plants set out in the fall there was a greater proportion lost than of the plants that were set out in the growing season. The seeds that ripened in July, if planted at once, will come up the next spring; those that ripened later do not come up until the second spring. I cannot give the proportion of loss in sprouting. The first year's plant is a little three-leaved spindle, and the growth is very slow. As is well known, the scars left by cast-off stalks give the age of the root. I have plants in my garden that are at least twenty years of age. I am cultivating ginseng both for the root and the seed, the seed at this time being very costly, although the root only has any commercial value except for planting. I am enlarging my gardens as rapidly as possible and use all the seed that is produced, at present having none to distribute.

Professor Lloyd concludes that cultivation must be given such plants as ginseng and hydrastis or they will within a moderate period become extinct.

A NEW ECONOMIC ORDER IN PHARMACY

This paper, in which the author, Harry B. Mason, forecasts a new order of things in pharmacy, created something of a sensation in the meeting. In the most complacent manner possible Mr. Mason predicts the formation of syndicates or combinations which will take over individual stores and conduct them under one management. In the operation of these corporations, or vast combinations of capital, he affects to see a resulting improvement, instancing among others a more ample room for advancement for employees, a greater division of labor and fewer hours of service, as well as increases in salaries, which is, we must remark, a plausible sophistry originating with a certain school of political economists which has long since been exploded. The author appears to look forward to a time when many small pharmacies will be either absorbed or shut up by trusts and large corporations operating many stores under single control, but he appears to be unaware of the pernicious moral effect which is certain to be a concomitant of the success of any movement such as he looks forward to. The loss of the sense of responsibility on the part of the employees and the weakening of character which will follow a lessened feeling of self-dependence coupled with non-exercise of individual judgment are ignored altogether.

The opening paragraphs of the paper are devoted to some generalizations on sociology and the historic evolution of industry. The final goal toward which industry has been moving throughout the centuries is an era of co-operation and combination of effort. It cannot be gainsaid, according to the writer, that in a co-operative system men work together in friendship instead of being arrayed against each other in a fierce competitive struggle. The facts, he says, show that the expenses of production are lessened, the demand for goods, therefore, enhanced, and the income of the individual man increased on the one hand, while the cost of the goods which he consumes is decreased on the other. Mr. Mason may be justified in his conclusions, so far as the directors of the corporation are concerned, but the question arises. How about the position of the former proprietors of small stores who are forced to become the managers and the shopwalkers of their supplanters? Will not the rigor of subordination verge very closely upon a state of serfdom? But he declines to look at it in this way. "But I do not desire to discuss what seems to me the almost unnecessary question of the benefits which shall arise from the era of co-operation and combination of efforts toward which industry is moving; my purpose is instead merely to state the fact that all industry is really moving resistlessly in that direction. . . . The professions will respond to the movement last of all, for . . . the fact that personal reputation, counting for so much, and often constituting almost one's entire capital, will not readily yield to an order which in some measure means a sacrifice. Individualism is much more important in the professions than elsewhere, and will therefore last much longer than in other departments of activity."

Some of the advantages connected with the operation of company pharmacy in England are cited. Basing his statements upon the reports of correspondents familiar with the conditions in England and Scotland, he says that the companies have considerably reduced operating expenses; applied what might well be termed scientific methods to the conduct of business; avoided credit losses by adopting an absolutely cash method; and lessened the percentage expense of running a shop by increasing the amount of trade done at a given cost. He deems it significant that the clerks, except for the sentiment against companies, would much rather work for the companies than for the individual pharmacist. The businesses are larger and the room for advancement more ample; the division of labor is greater and the hours of service therefore fewer; and the profits being good and a fair effort being made to divide them more or less equally between employee and stockholders, the salaries are much larger. Mr. Mason then goes on to say that it is only a question of time when what is now known in England as "company pharmacy" will, with certain differences, be generally realized in the United States. As evidences of the growth of the co-operative spirit, he instances the successful operation of mutual insurance companies among pharmacists—something which is surely beside the mark. The early beginnings of the new economic order forecasted in this paper are considered manifest in the existence to-day of corporations like Hegeman & Co., of New York, and other bodies controlling stores in different cities, like the Los Angeles Drug Co., of Los Angeles, Cal., and a corporation in Pittsburg, which, according to the writer, controls forty drug stores. These beginnings are referred to as experimental in their nature, but the author thinks they show the direction in which the current flows, and, though they may meet with obstacles at the outset, they are sure to gather force and impetus as the favorable influences continue to grow. As regards the precise form which the predicted new order in pharmacy will ultimately assume, he is silent, though of the opinion that it will take the form of company pharmacy—that is, a number of stores will be under the control of one corporation. Barring a few unprofitable stores that will doubtless be closed from time to time, each store now existing will be continued with the present owner retained as manager. We cannot refrain from remarking that his conclusions are directly the opposite of those which have been reached by real students of the subject. The tendency to combinations of the kind foreshadowed is more apparent than real. Evolution, as Professor Beal remarked in discussing the paper, has never proceeded in straight and uninterrupted lines for any great length of time, and unforeseen factors are sure to arise to thwart this apparently universal tendency to socialism. The more that science and scientific methods are imported into pharmacy the further it will get away from the dead level, where the communal idea is most prone to take root. As was well said by another, the irresistible strength of individuality can never be suppressed to the extent believed by the author of this paper.

PRESCRIPTION NOTES.

The following series of practical notes on dispensing difficulties was submitted in the Section on Practical Pharmacy and Dispensing, by C. Asseward, of Seattle, Washington, a volunteer contributor:

I.	
Bismuth oxid	} of each.....3i
Bismuth subnitrate	
Acid oleic.....	
Cere. alb.....	
Lanolin.....	
	3iss

This prescription was compounded after the following manner: The bismuth oxide (also known as bismuth hydrate) was dissolved by the aid of gentle heat in the oleic acid, the wax in small pieces being thrown in and melted, stirring constantly the while. This portion was then allowed to cool until just soft, the lanolin incorporated, and then the bismuth subnitrate, making a smooth ointment in which the bismuth oleate was so combined as to best exert its physiological effects.

II.	
Holocaine.....	Grs. 1
Aque. distill.....	fl. 3iv

The holocaine dissolved in the water and a clear solution resulted, but on transferring it to a four dram homeo vial, the solution soon became turbid and in a few minutes a crystalline deposit could be noticed on the sides of the vial.

Experiments were made to discover the nature of this decomposition and its cause, and it was found to arise from the alkalinity of the lead-glass of the homeo vial. The difficulty was obviated by a thorough rinsing of the bottle with a 2 per cent. solution of sulphuric acid, and allowing it to remain in the vial five minutes or so, followed by a rinsing

with distilled water. Bottles so treated did not decompose holocaine solutions after a week's standing. Holocaine seems to be an exceedingly sensitive chemical, easily decomposed by alkalies and even ordinary hydrant water. Care must be taken to use only neutral distilled water in making solutions from it.

"LEAD GLASS" A CAUSE OF PRECIPITATION.

Several rather puzzling cases of precipitation occurring in solutions of alkaloids have recently come to the writer's notice. No reason could be assigned to them at first, as the water used was absolutely neutral and freshly distilled. For want of any other clue, some tests were made of the glass of which the bottles were made. In almost every case (and a number of different bottles were tested) it was found that the glass of prescription bottles was alkaline and that if pure distilled water was allowed to remain in new bottles for a few hours it became alkaline in reaction. Further investigation and inquiry placed the fault on the "lead-glass" now so widely used for making bottles. Lead-glass has a lower melting point than flint glass, gives a finer and brighter looking bottle and is easier to work, and for these reasons it is used almost exclusively in bottle-making for the grades used in the drug store.

It was found that strong solutions of both acids and alkalies dissolved out some of the lead in course of time, weak solutions only taking a little longer time. Liquor sodæ kept in a lead-glass bottle a week gave a pronounced reaction for lead. Official dilute hydrochloric acid gave a reaction for lead when kept two weeks in ordinary lead-glass prescription bottles. Rinsing such bottles with 10 per cent. sulphuric acid seemed to remove all the alkalinity and at the same time seemed also to prevent the dissolving out of the lead by weaker acids and alkalies. When one remembers that the lead is present as a silicate, it will be easily seen that such glass is unfit for prescription or chemical work.

A QUICK METHOD OF MAKING ARTISTOL OINTMENT.

As we have a great many prescriptions for artistol ointment, I have done away with the powder, and keep on hand a paste which I make as follows: I place one or two ounces of artistol in a dry mortar and add just enough ether to form a paste. I then weigh out as much olive oil as I use artistol and stir until a perfectly smooth paste is obtained. In about two hours all ether has evaporated, providing it has been stirred well several times. I keep this paste in a wide mouth glass-stoppered bottle (amber), and by using twice the amount of paste of artistol required, I can make a beautiful smooth ointment in a few minutes.

IS A GELATINE CAPSULE INSOLUBLE UNDER CERTAIN PHYSIOLOGICAL CONDITIONS?

Some time ago we received a prescription as follows:

Methylene blue	} of each.....	Grs. 55
Oil nutmeg		
Oil santal.....			Grs. 8
Make in capsules No. 30.		

In dispensing prescriptions of this kind we always use soft gelatin capsules, but when this prescription was brought in, we happened to be out of the small size, and not being able to get them in the city, the prescription was dispensed in P. D. & Co.'s empty capsules (hard).

I had some trouble in sealing them, and in spite of everything they would leak. As a last resort I used a dilute solution of soft gelatin, by using one part of gelatin (such as we use in sealing soft capsules) to form paste water and by dipping the cap in this weak solution I could seal the capsules perfectly.

The prescription was sent out, only to be returned four or five days later with the complaint that they did not dissolve properly, and the doctor wished to have them again, but in soft capsules.

The doctor explained to me that the capsules passed through undissolved, as the urine was perfectly colorless, but the patient's stools were colored intensely blue.

The prescription was again filled, this time in the soft capsules, when they dissolved perfectly, the urine being colored very strongly. Could this be due to the condition of the patient? Or could it be the capsules? As this appeared to me somewhat peculiar, I thought it worth while to mention it.

Lactanin.—Under this designation a chemical factory at Lyons brings into the market a preparation for the treatment of diarrhoea. It is said to be a compound of casein and tannin, but nothing definite is as yet known as to its composition.—(*Pharm. Centralh.*, xlii, 30, 458.)

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE ARRANGEMENT, STORAGE, AND DISPLAY OF THE STOCK.

(Continued.)

IN answer to several correspondents who have requested the publication of diagrams showing "the best arrangement of the shop fittings," the arrangement suggested in the accompanying drawings is given. The plan represented in Fig. 1 is intended for a store room of rather small size—about 20 x 40 feet—but it may be altered and adapted to a room of any size. If the store room be an extra wide one, a showcase counter may be run down the center, and if it should happen to be a very narrow room the counter on one side of the store could be done away with and desk shaped showcases added to the lower part of the wall cases on that side of the room.

THE LOCATION OF SERVING COUNTER.

Where the store is very deep and it is thought desirable to increase the size of the show room, it will be better to have the scale or serving counter along one side of the room, as is usual, rather than at the rear end, as shown in the sketch. The idea of having the serving counter at the rear end of the store is for the double purpose of making a barrier between the store and laboratory, and to compel the customers to walk the length of the store when making purchases, so that they will see as much of the stock as possible. In a very deep store, however, this would be asking a little too much of the customer, and therefore it will be better to keep the serving counter nearer the front door. People in these days like to trade at a store where they can get in and out and be waited upon quickly, and a good many might fight shy of a store where the serving counter was forty or fifty feet away from the front door.

PROVISION FOR A STOREROOM.

Being designed for a small city store, it is presumed that the entire premises consist of the one room, with a cellar underneath. In a country pharmacy or in the larger city stores it is probable that there would be a room back of the laboratory that could be fitted up as a storeroom. To the pharmacist removed from a jobbing center a storeroom is a prime necessity,—he has no city salesman calling on him every morning for his order, to be delivered to him that afternoon, nor when he finds himself out of an article can he send the boy on the run to the wholesale house to get it. The country pharmacist must gauge his wants and buy ahead, and as he must buy in larger quantities than his city confrère he requires storage room for bulky and extra stock. Few cellars are dry enough for the storage of anything beyond empty bottles, and barrels and demijohns of various liquids, and the soda water supplies and apparatus.

ARRANGEMENT OF FITTINGS.

In the sketch the soda fountain, cigar and candy cases are shown along one side of the room, as is quite proper, for these three stocks should be kept together if possible; on the opposite side is the cashier's desk, which in a small store is the proprietor's office as well. The desk is built over the safe. The tops of the counters on this side of the store are occupied by two counter show-cases, in one of which may be displayed the stock of toilet soaps and in the other the stock of combs, tooth brushes and other small wares. The fronts of the counters should consist of glass cases. At the opening between the counters, as shown by dotted lines, it is well to have a hinged flap, a continuation of the counter top, to be raised up when necessary to pass around the counters. This will serve the purpose of discouraging that part of the public

ARRANGEMENT OF WORK COUNTERS.

This arrangement of the laboratory gives plenty of room for manufacturing. The prescription counter is double, allowing a dispenser to work on each side. On the range of low shelving running down its center may be kept small glass-stoppered bottles of the most frequently used drugs, and along its top an array of chemical flasks, beakers, test tubes, evaporating dishes, casseroles and other paraphernalia ready at hand for rapid work. Along the edge of the top are arranged wire racks for holding graduates and spatulas. The largest of the work counters may be used for making up specialties or large lots of any preparation.

The other work counter is fitted for operations where heat is required. The rear end of this counter is a good location for the sink, which should be lined with lead.

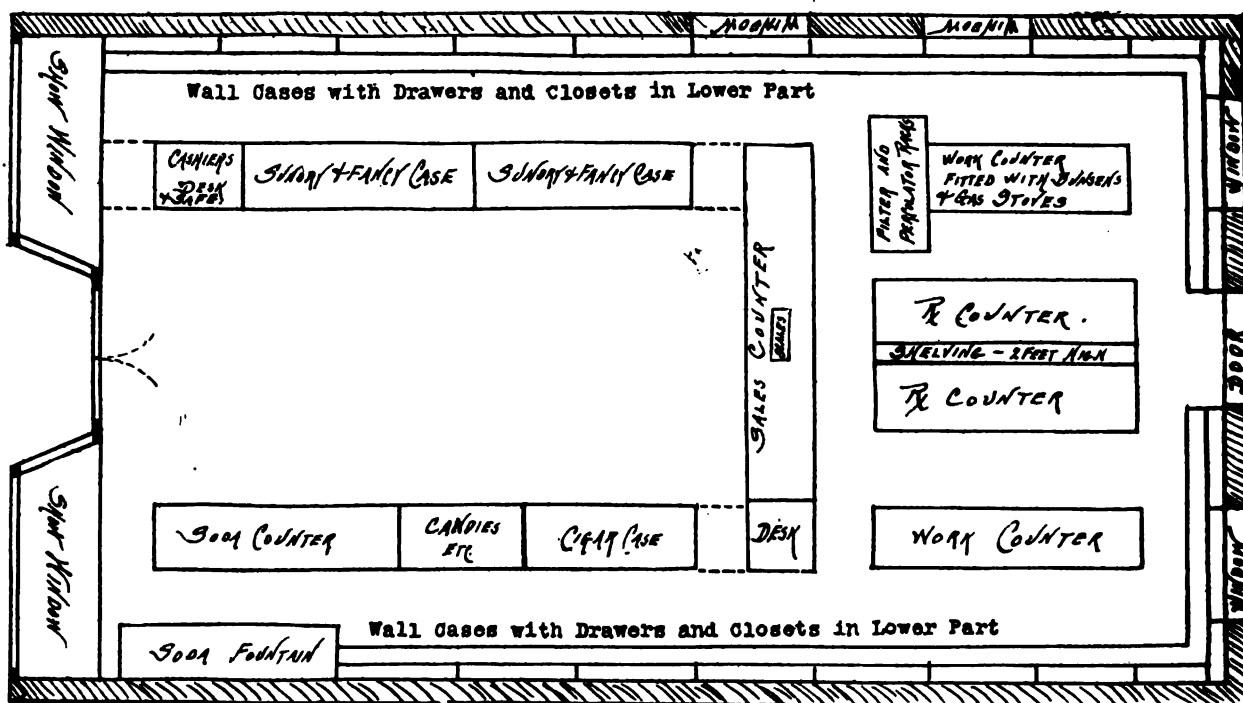


Fig. 1.—Suggested Arrangement for a Small City Store.

(All Counters in Front Part of Store to Have Glass Door Fronts Forming Closets about Half the Width of Counters in Depth, the Rear Half of Counters Fitted with Closets and Bins.

who desire to go behind the counters or into the laboratory.

THE LAYING OUT OF THE LABORATORY

is in accordance with advanced ideas in store fitting. As mentioned in the article on store fittings, the latest method of furnishing is to run the same general design of wall cases around the three sides of the room, adapting those at the rear of the room for the storage of the stock used in prescription and galenic work, and performing all this work in view of the patrons of the establishment. Sufficient room for a large drug and chemical stock is obtained by double decking the wall cases in the rear part of the room, as shown in Fig. 2. The wall cases being six inches deep, are fitted with shelves three inches wide and the inside of the doors with shelves two inches wide; on the outside of the doors are shelves two inches wide; when ordering new fixtures part of the wall sections may be ordered thus fitted. In altering old sections it is only necessary to take off the glass doors and replace them with flat wooden doors an inch thick, with the shelving built upon them, and replace the wide shelves inside the closet with the narrower ones.

The front part of this counter has been enlarged to a T-shape, it being designed to hold all the filter racks and retort stands, so that this work may be performed in full view of the public. If there happens to be a large side window near the rear of the store it will be found advisable to fit up percolator and filter racks in this window, so that the working operations may be viewed from the street. Where there are side windows, do not break the wall fixtures at the windows, but let them run in an unbroken line around the room, arranging them so that each window opening will come in the center of a section, leaving out the shelves from the sections opposite each window.

In case a cashier is not employed, the cash register may be placed at one end of the serving counter, in which case a space at the rear of the laboratory will need to be fenced off for the proprietor's desk and business office.

SHELVING AND DRAWERS BEHIND THE COUNTER.

Figure 3 shows the arrangement of the rear of the serving counter. Beginning at the right, is one of Allaire, Woodward & Co.'s herb cabinets, it being just the right

height and depth to fit under the counter. Next to this are the label drawers, enough of them to contain a supply of all labels except those used at the prescription counter. The two lower drawers contain the proprietary ointments. Then come shelves for holding the stock of proprietary porous and other plasters, a drawer being fitted at the top to contain plasters in rolls. Next is a bank of tin herb boxes containing the stock of pressed herbs, followed by a set of bins for holding the stock of empty bottles for store use—half-ounce to thirty-two-ounce—and above these are arranged the cork drawers; the two lower

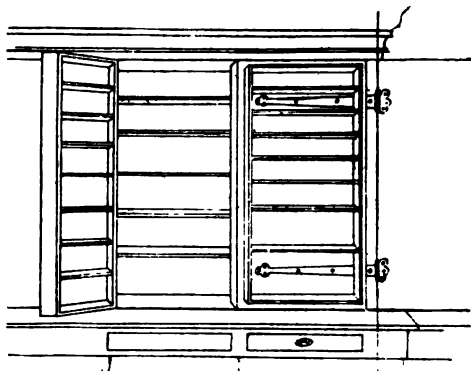


Fig. 2.—Closets with Shelves on Doors.

drawers being used for bottle brushes of all kinds, and small sponges.

STORAGE OF WRAPPING PAPER.

Along the upper part of half the counter, just under the counter top, is a row of receptacles for cut wrapping paper, cut to fit all bottles from half-ounce to pint, the uncut paper, white and manila, being kept on the counter. Boxes are also provided for paper bags of all sizes. There is a narrow closet at each end of the counter with glass fronts like the face of the counter, in one of them that is visible to the public being hung the stock of swing razor strops. The closet at the other end faces a dark corner and is fitted with shelves to hold the stock of proprietary herb teas.

The foregoing arrangement is that of my own serving counter, and after working with it six or seven years I do not see how it can be improved upon either in economy of space or general convenience. The counter scales stand in the center of the counter and a showcase occupies each end. The only criticism that I have heard made

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

Twenty-third Paper.

ANATOMY OF THE EYE.

THE CORNEA.

THE cornea is the projecting transparent portion of the external coat. It is joined to the sclerotic very much like a watch crystal is set in its case. Its degree of curvature varies in different individuals, and in the same individual at different periods of life, it being more prominent in youth than later in life, when it gradually flattens.

On account of its transparency we look directly through it and see only the colored iris and black pupil behind it, and hence it is best seen by looking at it from the side or by reflected light. Although colorless and transparent, the cornea is tough and unyielding, and thus supplements the sclerotic membrane in the protection of the contents of the eye-ball.

The cornea is the "window of the eye," through which the individual looks out into the world; and as the window-pane should be of good quality and cleaned from dirt, in order to afford a distinct view of objects, so care must be taken to preserve the brilliancy and transparency of the cornea. If the relative position of the cells composing the cornea be altered by pressure from within or without, it becomes steamed and cloudy, as also happens in injury or inflammation of this structure, when its usefulness is correspondingly diminished. No matter if every other part of the eye be normal, with an impaired cornea perfect vision is impossible.

One peculiarity of the cornea is that it contains no blood vessels, all of them terminating in loops at its circumference.

THE CHOROID.

The next or middle coat is the choroid, which invests the posterior five-sixths of the globe of the eye, and forms a lining for the inner surface of the sclerotic.

This is the vascular and pigmentary coat of the eye-ball—that is, it contains most of the blood vessels of the

PAPER BAGS.		CUT WRAPPING PAPER		DRAWERS FOR		DRAWERS FOR		CLOSET
CANS	CANS			ROLL PLASTERS	LABELS			
EMPTY BOTTLE		TIN		2. TOL	LABELS			
BLIND		HERB CANS		3. TOL	LABELS			
				4. TOL	LABELS			
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Fig. 3—Suggested Arrangement for Rear of Serving Counter.

of it is that the space taken up by the herb cans might possibly be used to better advantage, but I do not agree with this; it is seldom that more than one package of herbs is sold at a time, and it can be dealt out with a minimum of time and effort. Time is money; one doesn't want to run the length of the store to make a five-cent sale.

eye; in fact, it seems to consist principally of a network of blood vessels lined with a layer of flat, dark brown or black pigment cells. The blood vessels supply nutriment to the various parts of the eye, while the use of the dark surface is to absorb the excess of light which would otherwise dazzle and prevent accurate vision.

The choroid, like the sclerotic, is pierced behind by

the optic nerve. As it approaches the front part of the eye it folds upon itself and forms a series of folds or plaitings, which are known as the ciliary processes, which are arranged in a circle behind the iris and around the margin of the crystalline lens, and they gradually merge into what is known as the ciliary muscle, or the muscle of accommodation.

THE IRIS.

The word iris means a rainbow, and it receives this name from its various colors in different individuals. It is this structure which gives to the eye its special color, and upon which a large part of its beauty depends. When we speak of a blue, black or brown eye we mean the color of the iris of that particular eye, and it is usually in accord with the general coloring of the individual; blondes usually having blue or gray eyes, and brunettes brown or black eyes.

It is an interesting fact that the eyes of new-born babies are always blue, and they do not begin to assume their permanent color until the sixth or eighth week of

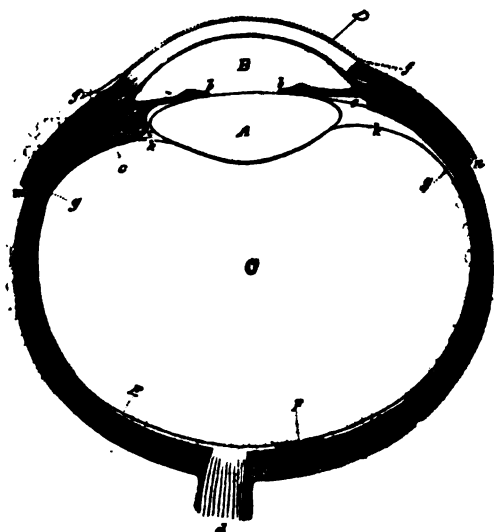


FIGURE OF THE EYE.

- | | |
|--|-----------------------|
| A The Crystalline Lens. | D The Cornea. |
| B The Aqueous Humor. | E The Retina. |
| C The Vitreous Humor. | F The Yellow Spot. |
| a a The Canal of Schlemm. | f The Optic Nerve. |
| b b The Iris, the opening between being the pupil. | h h The Ciliary Body. |
| k The Capsule of the Lens. | g g The Choroid Coat. |
| m n The insertion of the muscles in the sclerotic. | c The Zone of Zinn. |

life, being then formed by the addition of a greater or less amount of dark pigment.

The eyes of albinos are pink, not from this color of the iris, but from the reflection seen through it of the red blood in the vessels of the choroid, in which membrane there is also a lack of pigment. The sight of such an eye is always deficient, and they are painfully sensitive to light, against an excess of which they have not the natural protection of a darkly pigmented choroid.

The iris is a thin, circular-shaped, contractible membrane, suspended in the aqueous humor behind the cornea and in front of the lens. It is perforated slightly to the nasal side of its center by a circular aperture, the pupil, for the transmission of light, thus forming a curtain stretched across the interior of the eye. There is a popular notion that dark eyes are stronger than light ones; the only foundation for this idea is the fact that they are better protected against excessive light. Hence light eyes prevail among northern nations, and dark eyes among the races who live in the glare of a tropical sun.

NEW REMEDIES.

Iodine-eosin (Potassium tetra-iodo-fluorescin) ($C_{20}H_6O_5I_4K_2$).—A brown powder of cherry red color, soluble in water. The solutions do not show any fluorescence. A. C. Hof used iodine-eosin for the demonstration of the distribution of alkalies in vegetable tissues. The eosin salt is dissolved in water, the necessary amount of acid is added, and the resulting precipitate of free dye acid is shaken out with ether. If the supernatant ethereal solution of the dye-acid is brought into a watch-glass which has been washed with acid, and the object to be tested be placed in this solution, the places where alkali is present assume an intense pink color. The section is washed repeatedly in ether and while damp is examined in balsam. Only dry preparations can thus be tested for alkali.—*Pharm. Centralhalle*, XLII, 22.

Lygosin.—Under this name Fabinji introduced diorthocumarketone into therapy. The sodium salt is ruby-red and soluble in water, while the quinine lygosinate is an amorphous orange-yellow powder slightly soluble in water, and more easily in alcohol. The latter is used as an antiseptic in the preparation of gauze, ointments, dusting powders, etc. It is well adapted for surgical dressings, because materials are easily impregnated with it, without evaporation. The sodium salt is antipyretic and antagonizes the development of germs.—*Pharm. Centralhalle*, XLII, 22.

Odorless Ichthyol is made by diluting in a vacuum pan 150 kilogrammes of ichthyol with 300 litres of water, and boiling under 100 Cc. pressure, at about 50° C. A stream of superheated steam is then passed into the fluid through a perforated spiral tube, and the bubbles that form on the surface are blown away by a stream of superheated steam from above.—*Pharm. Post*, May 26, 1901.

Hermophenyl, a New Mercury Compound.—Lumière and Chevrotier (*Arch. de Méd. Experim.*, May, 1901) give an account of a new compound of mercury—the mercuric-sodium-phenoldisulphonate, which they style hermophenyl, presumably from Hermes, Mercury. It is prepared by bringing to the boiling point a 1.5 solution of sodium phenoldisulphonate in water and adding, slowly stirring, some freshly prepared yellow oxide of mercury until no more of the latter is dissolved. The filtered liquid is concentrated on a water-bath, then precipitated with alcohol. This salt is washed with hot dilute alcohol and occurs as a white powder soluble in water. Its aqueous solution is colorless and slightly tastes of sodium salts. The ordinary reagents for mercury do not act upon it. The new salt is eliminated in the organic combination in the urine. Almost all the mercury taken in is eliminated in this way. The compound contains 40 per cent. of mercury. Poisonous doses act upon the respiratory and circulatory centres, at first stimulating them, then paralyzing. Hermophenyl is an antifermentative and antiseptic of great power. Internal administration in small doses increases the weight, diminishes the principal constituents of the urine without altering its amount (in large doses acute degeneration of the kidney), disturbs digestion less than other mercurials.

Myrosin.—According to Bokorny (*Bot. Centralblatt*, 85, 72) this substance is widely distributed in the vegetable kingdom. Its presence may be easily detected by the peculiar smell of mustard due to potassium myronate and water. The author found it in all the cruciferæ, except in *Hesperis matronalis*, in certain umbelliferæ, and alliaceæ.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Quinine, Potassium Iodide and Sweet Spirits of Nitre.—T. O. M. submits the subjoined prescription and asks us to comment on it. "In compounding it," says he, "I find quite a reaction." But he neglects to state the character of the reaction. The prescription reads:

Quinine bisulphate..... $\mathfrak{z}\text{ij}$
Spts. aether. nitrosi..... $\mathfrak{z}\text{iv}$
Tinct. nucis vom..... $\mathfrak{z}\text{ij}$
Kali iodid..... $\mathfrak{z}\text{i}$
Spts. frumenti ad..... Oj

M. et signa—
 $\mathfrak{z}\text{i}$ every three hours.

Without having any information as to what actually did take place when the ingredients of this prescription were mixed it is fair to assume that a reaction took place between the quinine and the potassium iodide and that an insoluble compound of quinine was formed, but the nature of the reaction would depend a good deal on the order in which the ingredients were mixed. Sweet spirit of nitre, specially when old and of acid reaction, decomposes potassium iodide to form iodine and nitric oxide, a reaction which may be delayed or prevented entirely by proper manipulation, such as rendering alkaline the sweet spirit of nitre by the addition of a grain or two of potassium bicarbonate, but in the present case the addition of an alkali is out of the question owing to the presence of the quinine bisulphate. It is possible that this prescription could be dispensed as a clear mixture, though the operation would necessitate the most careful manipulation, and even then the chances are that the mixture would prove unstable. Thus the quinine might be dissolved in just sufficient of the whisky to effect solution; the sweet spirit of nitre, which should be perfectly fresh and neutral in reaction, then added to the tincture of nux vomica and the remainder of the whisky and the two solutions mixed by adding the second to the first. We are afraid, however, that the mixture is a hopelessly incompatible one.

The Antinosine Prescription.—From the subscriber who first submitted the prescription printed in *fac-simile* in our last issue, the first line of which was interpreted so differently by so many readers, we have received the following note:

"I write to congratulate you on the successful manner in which the prescription difficulty was solved. The verdict of the majority will, of course, have to be accepted, making the reading of the $\mathfrak{R}$ *Antinosine gr. i.* But the chief interest in the matter for your journal lies in the fact that the replies covered such a vast territory. From New York City to San Francisco is a very big jump, in my opinion, and from Brooklyn, N. Y., to Houston, Texas, is also a long-distance jump. The whole should prove a valuable object lesson in circulation to your advertisers."

The Literature of Physiological Standardization.—M. J. A.—We are unable to name any works dealing specifically with the testing of drugs on living animals. References to the subject will be found in Cushny's "Text Book of Pharmacology and Therapeutics," published by Lea Bros. & Co., of Philadelphia. Most, if not all, of the work connected with the physiological standardization of drugs has been done in this

country by the firm of Parke, Davis & Co., Detroit, Mich., and the results have been published from time to time by members of the staff of the biological department of this firm in the various medical journals, which should be consulted.

"Spiritus Saponis Kalini."—T. S.—The Liniment of Soft Soap of the United States Pharmacopœia is commonly dispensed in this country for Spiritus Saponatis Kalinus, when the last named is called for in a prescription, and some confusion seems to exist in regard to what is really desired or intended when this title is used. Hebra's original formula read as follows:

Potash soap..... $\mathfrak{z}\text{ij}$
Alcohol..... $\mathfrak{z}\text{ij}$
Spirit of lavender..... ℥

The above is printed as it is given in Hager's "Pharmaceutischen Praxis." MacEwan, in "Pharmaceutical Formulas," prescribes the following under the title, "Spiritus Saponatis Kalinus" (Hebra's Potash Soap Spirit).

Linseed oil..... $\mathfrak{z}\text{ij}$
Alcohol..... $\mathfrak{z}\text{ij}$
Caustic potash..... $\mathfrak{z}\text{v}$
Distilled water..... $\mathfrak{z}\text{v}$

Dissolve the potash in the water, and add to the alcohol and oil contained in a 20-ounce flask. Shake until clear, then add the following mixture gradually:

Spirit of lavender..... $\mathfrak{z}\text{ij}$
Alcohol..... $\mathfrak{z}\text{v}$
Distilled water..... $\mathfrak{z}\text{ij}$

Filter.

Hager in the work already named gives another formula for Spiritus Saponatis Kalinus, which is intended for veterinary application. Then the formulas of the Austrian Pharmacopœia and the Supplement to the German Pharmacopœia are given. The first consists of a solution of potash soap in half its weight of spirit of lavender, and the second of a solution of potash soap in an equal weight of 90 per cent. alcohol. We are of the opinion that the formula quoted by MacEwan approaches nearest to what is meant by *Spiritus Saponatis Kalinus*. The spirit should not be made from a soap made from olive oil as is frequently done, since the olive oil preparation has not the efficacy of the linseed oil one.

Benzine Cream.—S. T. A.—Benzine may be converted into a cream or jelly by the addition of a solution of soap, with added alkalis, or by means of tincture of soap bark. The process is simple, and while we have printed details on previous occasions and given formulas, as you are a new subscriber we shall name here two representative formulas. As we have said, there are two methods in use for gelatinizing benzine, one providing for the saponification of the benzine by a mixture of soap and alkalis of varying composition, and the other calling for the use of tincture of quillaja. The former are considered the more effective cleansers, and besides they appear to turn out more stable preparations, though the use of tincture of quillaja simplifies the process. As an example of a soapy compound we quote the following:

Cocoonut oil soap..... $\mathfrak{z}\text{ij}$
Ammonia water..... $\mathfrak{z}\text{ij}$
Solution of potassa..... $\mathfrak{z}\text{ij}$
Water, enough to make..... $\mathfrak{z}\text{ij}$

Dissolve the soap with the aid of heat in 4 fluid ounces of water, add the ammonia and potassa and the

remainder of the water. If the benzine is added in small portions, and thoroughly agitated, $2\frac{1}{2}$ fluid ounces of the above will be found sufficient to solidify 32 fluid ounces of benzine.

The jelly made from soap bark is much easier of manipulation, being made as follows:

Tincture of quillaja.....*f. 3ij*
Benzine, enough to make.....*f. 3xvi*

The mixture must be shaken continuously during half an hour, then set aside to solidify, which happens in about twelve hours.

There are numerous variations on these formulas, but the above are fairly typical of the preparations.

Test for the Purity of Boiled Linseed Oil.—

H. S. L. asks us to name the surest test to ascertain the purity of boiled linseed oil.

Oil chemists are greatly divided on the question of what constitutes a sure test for the purity of linseed oil. The oil is usually examined by first determining the specific gravity which at 15.5 should be between .931 and .950 for boiled oil. The bromine addition figure and the bromine substitution figure are next determined. The former should be between 100 and 110, and the latter should not be higher than 5. The presence of volatile oil is determined by the odor, and the amount present by distillation with steam—there should be none. Boiled oil should contain less than 2.5 per cent. of non-volatile unsaponifiable material. The acid figure should be less than 5. The Koettstorfer figure (being the amount of alkali required to convert the oil into soap) should not be less than 186 in the case of boiled oil. If the appearance, odor, etc., of an oil point to the presence of fish oil appropriate tests should be applied, those known as Maunene's and Livache's being preferred by chemists.

A useful series of articles on Linseed Oil and its Adulterants is being published in current issues of "Drugs, Oils and Paints" of Philadelphia, which our correspondent would find it to his advantage to consult.

Artificial Fruit Essences.—J. A. W. asks us to publish formulas for artificial extracts of banana, pineapple and strawberry, and we comply with the following:

BANANA.

Essence of pear.....*3ij*
Butyric ether.....*3ij*
Oil of lemon.....*3iiss*
Ethyl benzoate.....*3ss*
Tincture of orris.....*Ox*
Mix and filter.

ESSENCE OF PEAR.

has the following composition:

Acetic ether.....*5*
Amyl-acetic ether.....*2*
Butyric ether.....*1*
Glycerin.....*2*

PINEAPPLE.

Amyl-acetic ether.....*1*
Amyl-butyric ether.....*10*
Butyric ether.....*5*
Glycerin.....*3*
Oil of lemon.....*0.1*
Oil of orange.....*0.2*

STRAWBERRY.

Acetic ether.....*5*
Amyl-acetic ether.....*3*
Amyl-butyric ether.....*2*
Butyric ether.....*5*
Formic ether.....*1*
Methyl-salicylic ether.....*1*
Nitrous ether.....*1*
Glycerin.....*2*

Mix, color with fuchsin and a trace of caramel (to neutralize the bluish tint) and filter.

To obtain the best results in the manufacture of essences of this kind they should be set aside for a few months before filtering. This tends to insure proper blending and the development of the characteristic flavor.

Dealers in Chamois Skins.—A. H. G.—Chamois skins are imported and carried in stock by, nearly all importers of sponges as well as by wholesale druggists generally. We subjoin the addresses of some of the leading importers and dealers at first hand: National Sponge & Chamois Co., 160 William street, New York City; Leboss Sponge Co., 57 Maiden lane, New York City; D. Davis & Sons, 148 William street, New York City; Drueding Bros., 429 Master street, Philadelphia; Vollman Sponge Co., 522 Broadway, New York; Loudon & Hill, 624 Arch street, Philadelphia; E. J. Haehlen & Co., 700 Arch street, Philadelphia.

BOOKS AND PAMPHLETS RECEIVED.

Annual Report of the Commissioner of Patents for the year 1900. Washington: Government Printing Office, 1901.

Annual announcement of the Department of Pharmacy of Scio College, 1901-1902. Scio, O. Published by the department, 1901.

National College of Pharmacy, Thirteenth Annual Circular; session of 1901-1902. Washington, D. C., 808 I street, N. W. 1901.

Annual Report of the Elmira Reformatory for the Fiscal Year Ending September 30, 1900. Twenty-fifth year book; illustrated. Elmira, N. Y., 1901.

Georgia Pharmaceutical Association. Proceedings of the Twenty-sixth Annual Meeting, held in Atlanta, Ga., May 21 and 22, 1901; with Constitution and By-Laws.

Report of Proceedings of the Illinois Pharmaceutical Association at its Twenty-second Annual Meeting, held at Rock Island, June 11-12, 1901. R. N. Dodds, secretary, Springfield, Ill. 1901.

How to Make Tablets. A treatise on the manufacture by retail druggists of compressed tablets, together with a large number of practical formulæ. Second edition. By Frank Edel. Spatula Publishing Co. Boston. (25 cents.)

University of Wisconsin. Bulletin No. 46. General Series No. 7. April, 1901. Part V. School of Commerce. Published bi-monthly by authority of law, with the approval of the Regents of the University and entered at the post office at Madison as second-class matter. Madison, Wis.

Price List of Proprietary Goods on Contract System and "Tripartite Plan." September, 1901. Compiled and issued by the Committee on Proprietary Goods of the National Wholesale Druggists' Association. C. F. Shoemaker, chairman, 515 Arch street, Philadelphia, Pa. (Pp. 1-112.)

Proceedings of the Eighteenth Annual Convention of the National Confectioners' Association of the United States, held at Niagara Falls, N. Y., July 10, 11 and 12, 1901. Official record of reports, circulars and communications for the year 1900-1901. Secretary, F. D. Seward, St. Louis, Mo.

Proceedings of the Connecticut Pharmaceutical Association at the twenty-fifth annual meeting, held in Branford, Conn., June 11 and 12, 1901; also the constitution, by-laws, pharmacy act, roll of members and list of registered pharmacists. From the secretary, Charles A. Rapelye, Hartford.

Proceedings of the Tennessee State Druggists' Association at its sixteenth annual meeting, held in Monteagle, July 17, 18, 1901, with lists of officers, committees and roll of members, and annual report of the Tennessee Board of Pharmacy, with list of registered pharmacists and pharmacy law. R. W. Vickers, secretary, Murfreesboro, Tenn., 1901.

Anweisung zur chemischen Untersuchung des Weines. Berlin: Verlag des Deutschen Apotheker-Vereins.

[Directions for the Chemical Examination of Wines, in accordance with the order of the Federal Council dated June 29, 1901, for the execution of the law of May 24, 1901, concerning the sale of wine and vinous and similar beverages, and also with the law of May 14, 1879, regulating the sale of foods and foodstuffs. Berlin: 1901. Published by the German Apothecaries' Society.]

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

WHAT IS YOUR PLAN?

What do you propose to do to promote your business during the coming months?

If you have no plan, why not have one? It is as easy to plan now as any other time, and it is far better to have a plan than to go ahead without one.

It is an unfortunate thing that efforts toward business building are so commonly the result of temporary enthusiasm or spasmodic impulse. A clear, definite plan covering an entire year is easily formulated, and such a plan is worth while. It will prevent neglect of an important business duty, it will replace haphazard methods with system, it will economize time and attention.

You can decide to-day how much money you can spend for advertising during the coming year, and how you will spend it. You can at once outline, prepare, or have prepared, most of the matter you will need for an extended campaign. You can plan window displays for an entire year. Circumstances may require some deviation from your plan, but that will not alter its chief usefulness. A plan guards against neglect, inertia and the hundred and one circumstances that are sure to interfere with good intentions that have not been crystallized into a definite plan.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Eben R. Smith, Ipswich, Mass.

CRITICISM AND COMMENT.**EDITOR BUSINESS BUILDING:**

I enclose a sample of this year's booklet. I find my best advertising in creating of general impressions, rather than in specific ads—like a doctor or a lawyer. The general impression created by the general tone and appearance of the advertising carries with it a guarantee of my goods to people's minds. This kind of business, in small towns, it seems to me, must be advertised along these lines if one is to "lead the procession" as a pharmacist. The minds of the class I reach with this sort of ads are the people who make public opinion (etc.—ad lib. and ad nauseum) for the other 90 per cent. who buy—the 10 per cent. don't buy much.

This town is more or less ancient as American history goes, hence the half souvenir character of the photos.

The summer colony which gets this book this year will trade with me next; so will the friends they induce to come here then. Anyhow, that's my idea of it. I have found it's no use to expect, or advertise for immediate returns in this biz. in Ipswich, but put out at interest, say 20 per cent.—I am satisfied it will yield that much—and keep everlastingly at it.

Folks forget they have their own troubles, and with your name (as with your water when you are camping out: If you want it lugged in you'll have to lug it yourself, or it won't be lugged). Thanks for hints. If you ever want to run a "funny" ad column, fill it up with C. A. B.'s ads for retail druggists.

Ipswich, Mass.

Eben R. Smith.

The dainty little book sent by Mr. Smith is well worthy of the prize for this issue. It consists of eight

pages and cover; the inside page being a heavy white enamel, and the outside a rough red stock. Four of the inside pages are devoted to half-tones of buildings which have historical interest, and the remaining pages are given to advertising. The book is a success artistically, and the advertising end is also very good. It could not fail to create the impression that Mr. Smith rightly believes is so essential. But I fear our friend is theorizing somewhat in some of his contentions. Expecting the distribution of a book one year to yield its chief results the next is expecting something that won't happen; for as he states "people have their own troubles," and they have too many troubles to retain an impression of this sort for a year. Some may, but the many will not. It is all right to work for general impressions, etc., but always well to remember that these impressions can only be crystallized and made effective by constantly intensifying them. As far as I can judge, Mr. Smith's philosophy would lead him to put his efforts into an occasional piece of extra good advertising rather than into a continuous campaign of some sort. It may pay, for it is hard to do any advertising that will not pay, but a ceaseless campaign looking toward continuous results is very certain to pay better. In this connection it is well to remember that all the large retail successes are made by constant hammering away with a view to getting direct results. My experience is that advertisers have wrong ideas about direct results. They get them and fail to recognize them. They expect instantaneous results. The finest ad that can be written will not sell a man a bottle of cough cure unless he needs it, but it may land him later. An ad on prescriptions is not going to induce people to hunt up prescriptions to have filled. But each ad does produce a direct result. It makes a definite and subtle impression on the reader which is part of the ultimate moving conviction. The advertiser who lets up at any time breaks the spell and dissipates "direct results" that are ripening for him.

"WEEDERS."

EDITOR BUSINESS BUILDING:

We don't propose to be "weeded" (referring to a recent editorial in this department), but have the reputation of being "weederers" in our line. We enclose for criticism the opening gun in our fall campaign. We find it pays to mail these to the head of each family in our county. Have doubled our business in three years under the present management.

F. C. Hilton & Co.

Lock Haven, Pa.

The matter submitted consists of a cut rate price-list with suitable introduction and a couple of small circulars on specialties. All the matter is fairly good, and could be depended upon to help business. Any advertiser who has something to say, who says it with sufficient clearness and often enough, will get results.

PERPLEXED.

EDITOR BUSINESS BUILDING:

I enclose a few circulars for criticism, and would also ask your opinion in regard to this method of advertising. I run these circulars every Friday afternoon, using the newspapers for distribution, they being folded in the papers. In this way I use 1,700, besides placing them in packages going out of the store. The cost is about \$5.00 per week, and when I figure it up it looks like a lot of money, and if it were not for the drug journals forever harping "advertise," I should have given it up before now. Have been running them since last April, and started with the intention of sticking to it for one year. Would I get as good results by running them every two weeks? Newspaper advertising is out of the question, as their rates are high and four of them.

Business has increased notwithstanding some unfavorable local conditions.

Now the question is, Can I afford to pay this amount for advertising? Any points you can give will be greatly appreciated.

B. L. S.

Figures sent with this letter indicate that the business has had a healthy, though not extremely rapid growth. They indicate further that, other expenses being normal, the present expenditure for advertising is not excessive. In fact, it is about the least that can be spent with expectation of noticeable results. There is less risk in spending money liberally than in spending too little in advertising. While this advertisers' appropriation is apparently about right, it is difficult to say whether it is being expended properly. The address on the circulars, which are of cut price variety, leads me to infer that the store is not centrally located, and that its trade comes largely from one section of the city. If so, putting the circulars in newspapers that circulate all over the city would look like throwing a good share of them away. The circulars, while not very good, are good enough to do good if placed in proper hands. They should be so placed if it requires house to house distribution, for it pays to do things right.

Again, it is stated that newspaper advertising is out of the question because rates are too high and papers too numerous. Yet but 1,700 of these circulars are put in the papers. Two or three of the papers of this man's town have larger circulation than this, which looks as though not all the circulation of one paper was worked. If the store draws from but one section of the city, it looks as though the distribution of the circulars was wrong. If it draws from all sections it appears that the work lacks thoroughness. If the store can draw from the whole town, it is likely that proper advertising in the best paper (which is apt to be an evening paper that reaches the masses) would do more good than this form of circular work. I am inclined to think that B. L. S. is not doing it quite right at some point, but the data sent is not sufficiently adequate to unravel the mystery. Possibly he may be able to find the solution in the suggestions here made.

HE SHOULD LAND THEM.

W. I. Benedict, Belding, Mich., submits a number of reprints from recent ads. This advertiser appears to have counter circulars run off from all his newspaper ads, whether large or small. This plan costs so little that it would be advisable for a large proportion of druggists to employ it. This advertiser is taking up the plan of advertising a number of items at a time, all arranged separately under suitable heads. This is the way to advertise one thing at a time and still several things at once.

THE CRITICS AGREED.

EDITOR BUSINESS BUILDING:

Your suggestion for the change of headings was good and just what "Brains" said. I change every day, have preferred location, and while I can't say I see the benefit immediately, I know it pays. The "Ask your druggist ad." I think is particularly merry and some here don't like it.

ROBT. A. ROWLINSKI.

Savannah, Ga.

These ads are all good, and the use of headings is a decided improvement. The next thing is to figure out effective headings. Some of those used in this series are good, some are not. The subject of all ads is Beef, Wine and Iron. Headings like "Sunshine and Balsam" are not as good as some that might be chosen, because they are not closely enough related to the subject.

Mr. Rowlinski gets gay with his brother pill rollers in one of the ads, which starts as follows:

Ask your Druggist:

He'll tell you it's all right, and your doctor will give you a prescription for Rowlinski's Beef, Wine and Iron, etc.

He says some of them don't like it. It is doubtful whether it pays to rile the opposition. They have ways of getting back against which there is no defense. It pays to let sleeping dogs lie.

Small But Strong.

H. M. Myers, with C. E. Nasmyth & Co., Stratford, Ont., sends a series of three inch ads, which are excellent for their size. The display is strong, but the space is so small that little room is left for argument. The best advice that could be given in this case is to take more space. The cost may seem worth considering, but it is not. If space at all is used, use enough; it is false economy not to. The writer of these ads is doing good work under difficulties and it will pay to remove the difficulty. Most of the body matter in these ads is in 6 point type. That is too small. Take more space and use type that is easily read, and give the people still more facts about the goods. To not do it will be to waste rather than save money. Mr. Myers says he always gets results, sometimes gets them two months after the ads are published. That is encouraging, and the thing to do when one finds one's self headed in the right direction is to get up more speed. Space is power in advertising.

Wm. R. Warner & Co., Virgennes, Vt., submit a series of four inch double column ads, in most of which cuts are used. These ads are well written, but weakened by over display. The strongest ad in the lot is one for fly oil, with a 48 point heading of "Shoo Fly," the remainder of the ad being set in type of one size. In most of the ads numerous black lines diffuse the attention. The cuts are of doubtful utility and it is a question whether they are worth the space they occupy. Warner & Co.'s ads are a good deal better than they look to be. More simplicity and strength is needed. Cut out all display lines but one and have that a loud one, if the cut has to be thrown out to make room for it. The ads will then look interesting, and when people get into them they will not be disappointed in their expectations.

G. E. Burwell, with Statton & Zoeller, Tarboro, N. C., sends an ad modeled in part after one which appeared some time since in these columns. The result is an attractive and argumentative ad quite certain to create a good impression on the public.

How They Say It.

We make no misrepresentation in paint. We sell you anything you want. You get nothing you don't want. Just now we have some paint bargains that soon will be gone.—N. L. Willet Drug Co., Augusta, Ga.

Celery and Iron Cordial—four remedies in one—the only Celery Compound containing Pyrophosphate of Iron, Sarsaparilla, Buchu Leaves and Cascara Sagrada—strongest and most powerful blood and nerve medicine, kidney and liver regulator, made. Builds up the system, gives you an appetite, adds flesh, cures dyspepsia and all stomach trouble. Cut price on \$1.00 bottles, 70c.—T. P. Taylor & Co., Louisville, Ky.

It's just like this. You win. In our last importation of tooth brushes, instead of sending assorted lengths of bristles, the manufacturers sent over brushes with the bristles of all of them just the same length, consequently there are two gross (288) brushes more than we want to keep on hand. All these tooth brushes are stamped with our name, so that we cannot send them back or exchange them. We warrant the bristles not to come out. The regular price of this tooth brush is 25c. It's better than some 35c. tooth brushes. It gives perfect satisfaction. To get rid of the 288 tooth brushes only (no more at this price) we will sell them at 16c. each. B. S. Cooban & Co., Chicago, Ill.

National Association of Retail Druggists.

THIRD ANNUAL MEETING.

Buffalo, October 10-12.

BEFORE THE MEETING.

DELEGATES to the third annual meeting of the National Association of Retail Druggists, which was scheduled to begin at the City Convention Hall, in Buffalo, on Thursday morning, October 10, began to arrive at headquarters three days in advance of the date, and by the day preceding the meeting some fifty delegates, accompanied in some instances by members of their families, were registered at the various hotels designated by the chairman of the Local Committee.

At no previous meeting has there been evidence of so great a feeling of restiveness among the delegates as was openly expressed by the arriving delegates at this meeting. It broke out in the Executive Committee meeting room on Wednesday morning, when Chairman F. E. Holliday submitted his annual report for the approval of his associates on the committee. The whole committee was present to consider the report, comprising W. C. Anderson, president of the association, member ex-officio; F. E. Holliday, chairman; Thomas V. Wooten, secretary of the association, member ex-officio, and the following associates: Simon N. Jones, D. E. Prall, A. Timberlake, Alfred De Lang, James C. Perry.

While the report presented by Mr. Holliday covered the entire field of operations of the association, attention was chiefly centered by the committee upon that portion of it relating to the successful operation of the Tripartite plan, and Mr. Holliday's recommendation to maintain this as the policy of the association was not concurred in. The members of the committee were not of one mind as to the wisdom of continuing a line of policy which had been far from productive of beneficial results. The sentiment of a majority of the committee was distinctly in favor of throwing overboard the Tripartite agreement in favor of some price restrictive plan similar to the so-called Worcester plan of Dr. Jullus Garst, and this sentiment was sufficiently strong to lead the committee to decline to sign Chairman Holliday's report, and to allow it to be submitted to the association as the individual report of the chairman. It was decided that no report of the Executive Committee, as a whole, be presented.

There was much talk of disruption. Delegates from various States came instructed to work and vote for the adoption of the Worcester plan, as a part of the policy of the N. A. R. D., and it was whispered around that unless the association voted for the adoption of a price restrictive and contract plan such as that named there would surely be a split in the association, leading to the organization of a new body which should inaugurate a movement among retailers to force proprietors to adopt a price restrictive and contract plan. The protestants had the full support of President Anderson, who outlined the new plan in complete detail in his presidential address.

The former business manager of a leading drug journal and the former editor of a weekly drug publication attended the meeting in the interest of a plan they had under way to establish an organ of the association, and a prospectus of the proposed journal, showing the great source of profit it would be to the association, was privately circulated among the officers. It was pointed out by the promoters that large advertisers would hesitate a good deal before turning down an advertising proposition backed up by the strength of the Na-

tional Association of Retail Druggists. While exceedingly plausible the arguments of the promoters made but small impression, where they were not indignantly refuted. It was shown that any possible financial gain that might result would be more than offset by the withdrawal of the support of independent drug journals, which is now so heartily accorded, and the proposition altogether was received rather coldly.

The supporters of President Anderson in his advocacy of the modified Worcester plan and the dropping of the present N. A. R. D. plan or tripartite agreement, as it is sometimes called, drew first blood at the opening sitting on the question of the reference of the report to a committee. The delegates from Ohio, New Jersey, Pennsylvania, Delaware and the New England States were committed to the plan in advance. Louis C. Hopp, of Cleveland, made the first move by introducing a motion to refer all that portion of the president's address relating to the proposed new price restrictive plan to a special committee for consideration, while some of the more con-



WM. C. ANDERSON, PH G,

President of the N. A. R. D.

servative delegates comprising the representatives of associations in the South and West opposed the reference with great earnestness. They insisted that the president's address should take the usual course, and be referred to the Committee on Resolutions. The advocates of the new plan were, however, cleverly organized, and they succeeded in gaining their point, but not until after a division had been called for and the vote counted.

The feature of the plan of price protection advocated by President Anderson by which it differs from the original Worcester plan is found in the fourth paragraph of Article A of the plan, which reads:

(4) That all price-protected proprietary remedies shall be sold in best discount quantities only through duly recognized wholesale drug distributors.

This represents a concession to the interests of the jobbing trade which was not provided for in the plan originally devised by Dr. Garst.

SUMMARY OF PROCEEDINGS.

Two hundred delegates representing the various State and local associations throughout the country were assembled in the City Convention Hall of Buffalo when President W. C. Anderson called the third annual meeting of the N. A. R. D. to order at 10.45 o'clock a. m. on Thursday, October 10. President Anderson introduced the Hon. Conrad Diehl, Mayor of Buffalo, himself a former pharmacist, who extended greeting in his official capacity, and touched upon many of the difficulties now confronting the trade. He tendered the freedom of the city, and asked the visitors to accept it in the cordial spirit in which it was tendered.

First Vice-President James W. Seeley, of Detroit, was selected by the chair to respond for the association, which he did in a most felicitous and wittily turned speech. He expressed the keenest appreciation of the hearty welcome of the Mayor.

J. A. Lockie, president of the Erie County Pharmaceutical Association, addressed the meeting in behalf of his association, renewing the assurances of hospitality expressed by the Mayor.

President Thomas Stoddart, of the New York State Pharmaceutical Association, welcomed the N. A. R. D. on behalf of the State Pharmaceutical Association. He said the N. Y. S. P. A. had now the largest membership of any similar organization. The State supports four Colleges of Pharmacy,



CHAS. T. HELLER.

Treasurer of the N. A. R. D.

he said, and pharmacy occupied a high plane in the State. He hoped the visitors would carry away with them a pleasant memory of their stay. Touching upon the attractions of the Exposition, he referred with pride to the fact that it was purely a Buffalo enterprise. Mr. Stoddart's address was received with unusual marks of favor, and frequently cheered.

President Robert K. Smither, of the New York State Board of Pharmacy, was to have extended the welcome of the Board, but failed to put in an appearance. The programme of the sitting was therefore deviated from to the extent of inviting delegates from sister associations to address the meeting.

David M. Cowan, of Plimpton, Cowan & Co., responded for the N. W. D. A.

F. W. Meissner, of La Porte, Ind., addressed the meeting as the representative of the American Pharmaceutical Association.

A Committee on Credentials was appointed as follows: W. O. Frailey, Lancaster, Pa.; Charles Freerichs, Cincinnati; W. E. Bingham, Tuscaloosa, Ala., after which President Anderson gave up the chair to Vice-President Seeley, and delivered the usual presidential address:

THE PRESIDENT'S ADDRESS.

He presented a long and interesting address, which was listened to with profound interest. Mr. Anderson said that after three years of careful preparation the association had reached a critical point in its existence, and that it would be unwise and unsafe for members to ignore this fact. Every honest effort had been made by retailers to carry out their portion of the agreement involved in Resolution B, but the results had proven far from satisfactory. While the wholesalers had more staked upon the success of the plan than either of

the other parties to the agreement, the occurrences of the past year had indicated that, although they had secured through the operation of the tripartite agreement the major part of the advantages, they had failed to keep their obligations when the further success of the plan required the least sacrifice on their part. The list of aggressive cutters had been used by some wholesalers merely as a means of gaining their trade. The distrust and antagonism between the wholesalers, exposed by the results of the past year, "foretells the failure of any plan the success of which depends upon loyal and concerted action on their part."

FRICTION IN THE EXECUTIVE COMMITTEE.

In the first case of direct violation of agreement by a wholesale distributor the retailers desired to immediately apply drastic measures. The Proprietary Committee of the N. W. D. A. advocated a policy of conciliation, and through the influence of the chairman of the Executive Committee, who was also a representative of the N. W. D. A. Committee on Proprietary Goods, this policy was carried out. Eventually, however, appeal had been made to proprietors to enforce the plan after "the (N. W. D. A.) committee had plainly demonstrated its policy of delay and desired to relieve your Executive Committee from handling such affairs." At the January meeting of the committee the issue was plainly made, and the Executive Committee were informed that while the N. A. R. D. might suggest or request, the power to remove a name from the list of accepted jobbers was held by the Proprietary Committee of the N. W. D. A. Matters stood in this way until late in August, when the failure to remove names of offenders gave the appearance of protection to the wholesale interest rather than benefit to the retail trade, and late in August the N. A. R. D. committee made a peremptory demand that the proprietors do their duty and deal with refractory wholesalers as required under the tripartite agreement. Sufficient time has not yet elapsed to judge of the results of this demand, but the president had no hope of any material benefits from it, expressing the opinion that "this or any other plan the provision of which offers many inducements for the exercise of selfish motives, and leaves so many channels through which violations of agreements can be conducted," and the success of which depends upon the sincerity and integrity of so many dealers, can never be a success in extending universal benefits to the retail druggists of this country. It is true that some local benefits have accrued in certain sections, but the benefit has been in no wise general, and has been secured at the sacrifice by others of their privilege of purchasing on the lowest terms. All of these considerations led the president to take up and discuss the Worcester plan, devised and put into force by Dr. Julius Garst. He proceeded to quote the various judicial decisions which had been rendered in support of the legality of this plan for price protection, and then laid before the convention the following plan in detail with the recommendation that it be adopted.

The value of a price restrictive plan is shown by the following:

1. Its success does not depend upon the veracity of any man or body of men, but is attainable through actual force of law.

2. The difficult and almost impossible tracing of goods is unnecessary, as disposing of them at less than the specified price with knowledge of the conditions of sale is sufficient cause for prosecution regardless of how they were obtained.

3. Notification of conditions of sale is valid, if served on dealers at any time whether goods accompany it or not.

4. It will not interfere with the progress made in any section but increase the opportunities of all.

5. It will stimulate old organizations and encourage new ones by giving something substantial in return for their labors and expense, and bring to the N. A. R. D. the support of every retailer in the land.

6. Besides restoring prices on most articles, it will do the retail trade a great service and place it in a position to act decisively by settling beyond a doubt that important question as to who of the proprietors are their true friends, and consequently entitled to their good will and support and who are not.

7. It avoids the possibility of a proprietor gaining the good will of the retailer through promises he may or may not keep, and places each in his proper and indisputable position before the retail trade of the country; an advancement which alone will enable the retailer to better his commercial condition by placing him in a position to favor those who favor him and oppose those who oppose him.

One of our greatest needs to-day is a positive understanding in this respect, for we can never make a success of any movement while the sincerity of those upon whose co-operation we depend is in doubt.

8. It will relieve the proprietors of much uneasiness and doubt by giving them the assurance that their advertising matter will be judiciously used, window displays of their products made, and their sales stimulated and business increased by the retail trade.

The interest of our affiliated associations will also relieve them from searching for violations, obtaining evidence, etc., and to a great extent the trouble and cost of prosecution for the equity of the plan demands that each shall do his share, and after the proprietor places his products on the market under a price restrictive plan, associations of retailers should see that it is made effective in their respective towns, cities, countries and States.

9. While the success of the plan depends to some extent upon successful prosecutions, experience has shown that, as a rule, these are necessary, the knowledge of the conditions of sale and possible consequences of violating the same usually causing strict adherence without a contest.

10. The fact that the retail price is fixed by the proprietors, and is universal, thus avoiding the possibility of competition and securing a better profit for all, has much influence in obtaining willing accord.

11. The interest of the jobber is protected, and he is placed in a position to do effective work for the proprietor and retailer; receiving his proper proportion of benefits, and at the



JAS. F. GUERIN,

Chairman Committee on Pharmacy Laws.

same time being relieved of the disagreeable and in some instances detrimental cut-off list.

12. The benefits of the plan cannot be secured by any branch of the trade unless the retailer receives his just share.

Inasmuch as these facts show that a price restrictive plan can be put in operation without interfering with any advantage that has been gained by the retail trade, and in consideration of the great necessity for a united organization, which from the attitude of many of our oldest affiliated bodies cannot be maintained under existing conditions, and in the interest of equity and a national organization that will maintain the confidence and secure the support of every association of retail druggists that is or may be formed in any section of the Union, I am prompted to recommend that all branches of the drug trade be relieved from the provisions of the tripartite agreement and the following be adopted as:

THE N. A. R. D. PLAN OF PRICE PROTECTION.

ARTICLE A.

REQUIREMENTS OF PROPRIETORS.

Every proprietor of a patented or trade-marked article sold through the retail drug trade and advertised in any manner, to be sold at a stated retail selling price, shall:

First. Place within or upon each original package thereof a contract of the conditions of sale of the same nature as that passed upon by the courts in the Massachusetts suits instituted by Doctor Julius Garst.

Second. Place upon each one-twelfth dozen of all such goods (by printing or other method) a warning notice of the contract conditions of sale.

Third. Place upon all invoices or bill heads a cautionary notice of the contract conditions of sale as relating to specific proprietary preparations.

Fourth. That all price-protected proprietary remedies shall be sold at best discount quantity only through duly authorized wholesale drug distributors.

Fifth. All notices, forms or contracts, as required in paragraphs 1, 2 and 8 of this article, shall be approved by the Executive Committee and attorney of the N. A. R. D., or such officers as the Executive Committee shall select for that purpose.

ARTICLE B.

REQUIREMENTS OF JOBBERS.

The purchase and sale, as wholesale agents of price-protected goods, shall be confined to only such jobbers as agree:

First. To use, in filling orders for price-protected goods, only such invoices or bill blanks as shall have printed upon the face a notice of the conditions of contract under which the goods are sold, and upon the reverse side thereof, or properly attached thereto, a full and complete list of all protected goods to which such notice shall refer.

Second. That all notices or forms, as required in paragraph 1 of this article, shall be approved by the Executive Committee and attorney of the N. A. R. D., or such officers as the Executive Committee shall select for that purpose.

ARTICLE C.

REQUIREMENTS OF RETAILERS.

In return for benefits to be secured from action taken by proprietors and jobbers, as specified in Articles A and B, as also the financial co-operation stipulated in Article D, the retailers, as represented in their National Association, agree and promise as follows:

First. That whenever a price-protected article is called for by name it will be sold and delivered without any effort to sell any other in place thereof.

Second. To give preferential consideration to the goods of proprietors that are sold under price-protected conditions.

Third. That individually and collectively the retailers shall use their best efforts for a thorough and impartial enforcement of all protection contracts, gathering and submitting to the N. A. R. D. secretary, either directly or through their local associations, all such evidence of contract violations as they may be able to secure, and if called upon act as witnesses against contract violators.

ARTICLE D.

FINANCES.

To provide the necessary funds for the enforcement of this plan payments shall be made as follows:

First. Each proprietor of a protected article or articles shall pay to the treasurer of the N. A. R. D. annually in advance the sum of \$50.00 for the first article protected and \$25.00 for each additional article, not to exceed four additional articles, and shall receive the benefits heretofore and hereinafter specified for any number of articles exceeding five in number for a payment of \$150.00 per annum.

Second. Each and every recognized jobber handling price-protected goods shall pay to the treasurer of the N. A. R. D. in return for the benefits heretofore and hereinafter specified the sum of \$25.00 annually in advance.

ARTICLE E.

PROCEDURE.

First. To secure precedents under price-protective conditions in all States and Territories of the United States, suits at law or proceedings in equity shall be commenced in such manner as may be decided by the Executive Committee of the N. A. R. D.

Second. Immediate co-operative action as conditions of finances warrant shall be taken by the N. A. R. D., through law and otherwise, as will secure the termination of price-cutting on all protected goods.

Third. All moneys received from proprietors and jobbers shall be held in a separate fund, to be used only for attorneys' fees, court costs and the legitimate expenses of litigation in maintaining protection contracts by action at law and proceedings in equity.

RECOMMENDATIONS TO RETAILERS.

For the further enforcement of price-protective conditions I would also submit for your consideration the following recommendations:

First. That there be not purchased, received on consignment, offered for sale, or sold, any new stipulated price article unless it be protected.

Second. That no advertising matter be distributed for, nor advertising assistance given to, any proprietary remedy having a recognized retail selling price unless same shall be protected.

Third. That as security for the keeping of pledges under the N. A. R. D. Plan of Price Protection, the same be added as amendments to our constitution and also become a part of the constitutions of each and every association affiliated with the N. A. R. D.

RECOMMENDATIONS TO JOBBERS.

First. That the following form of notice be adopted by jobbers individually and the same be printed on the face or front of all invoices or bill heads:

The proprietary goods named on the reverse side of this invoice are sold on the condition that they shall not be retailed for less than prices fixed by the proprietors, and the acceptance of the goods is an assent to the conditions of sale and is an agreement directly with the proprietors not to sell said goods at a less price than fixed by said proprietors, and the goods are returnable if the foregoing conditions are not agreed to.

Second. That the back or reverse side of all invoices or bill heads have printed thereon:

"A List of Price-Protected Goods."

with suitable rulings, spaces or printing for additions to designate the name of each and every article sold under price-protected conditions.

RECOMMENDATIONS TO PROPRIETORS.

That the following forms of notice be adopted by proprietors individually and used in the manner respectively designated:

First. Notice to be placed within or upon each original package of price-protected goods, worded in substance as follows:

NOTICE.

All retailers of.....are hereby notified that all.....is sold subject to the conditions named in the following contract, said conditions of sale to remain in force until revoked by us.

.....Address.

CONTRACT.

Between the.....hereinafter called the "company," and the retail acceptor of goods made by it, hereinafter called the "acceptor."

As a part of the moving consideration for the sale made by the company to the acceptor, it is mutually agreed as follows:

a. The company agrees:

1. To sell goods of its make to the acceptor on the terms and conditions that he shall not sell said goods, \$.... size, for less than \$.... a single package, ... packages for \$...., ... packages, \$...., nor the \$.... size for less than the face price.

2. To buy back from the acceptor, upon written request, any of said goods at the net price for which they were sold to the acceptor.

b. The acceptor agrees:

1. Not to sell any of said goods, \$.... size, for less than \$.... a single package, ... packages for \$...., ... packages for \$...., nor the \$.... size for less than the face price, except re-sales to the company as hereinbefore provided.

2. That in case proof should be established that this contract has been violated by him, he agrees to pay the company dollars, that sum being the agreed amount that the company would be damaged by a breach of this agreement. This clause, as to the amount of damages, is inserted because it is recognized and agreed that a breach of this agreement would cause the company to suffer a material loss, and also that it would be difficult and usually impossible to prove the exact amount of such loss.

3. That the acceptance of any of said goods at any time or times shall be an assent on his part to the foregoing terms and conditions.

Second. Notice to be placed within or upon each one-twelfth dozen of price-protected goods, worded in substance as follows:

NOTICE.

All retailers of..... are hereby notified that all shall be sold subject to contract conditions



W. E. BINGHAM,

Chairman of the Committee on Commercial Relations, N. A. R. D., Tuscaloosa, Ala.

regarding retail selling price, which shall be not less than that specified in said contract or upon each package.

Third. That the following form of notice be placed on the front or face of all invoices or bill heads:

All..... is sold on the condition that it shall not be retailed for less than the prices fixed by..... and the acceptance of goods is an assent to the conditions of sale and is an agreement directly with said..... not to sell said goods at a less price than fixed by said....., and the goods are returnable if the foregoing conditions are not agreed to. Wholesale distributors will require the fulfillment of these conditions.

In order that our constituents may be placed in a position to fulfill their agreements, I recommend that the secretary of the N. A. R. D. be instructed to furnish on January 1, 1902, each retail dealer in the country through affiliated associations or otherwise, with a list of proprietors and wholesalers who have complied with the foregoing conditions.

The president referred with gratification to the active part taken by the N. A. R. D. in the repeal of schedule B of the Stamp Tax, and thanked the pharmaceutical press for the valuable assistance it had rendered in the progress of the work. The fraternal relations of their body with the other national organizations had continued to be of the most cordial nature. Other points touched upon were the sympathy and

good will of the Proprietary Association of America, their close relations with the N. W. D. A., and the disposition of the manufacturers of pharmaceuticals to assist them in every reasonable way. Lightly touched upon were the finances of the organization and the work of organization and representation.

Vice-President Seeley asked what disposition should be made of the president's address.

Louis C. Hopp, of Cleveland, moved that that portion of the address relating to the Worcester plan be referred to a special committee to report at the opening sitting next morning, and the remainder to the Committee on Resolutions. Mr. Hopp's motion was seconded by several members of the Ohio delegation.

John I. Straw, of Chicago, moved an amendment, to refer entire address to Committee on Resolutions, making some well considered, calm and sensible remarks.

Wm. Muir opposed the motion in a speech which betrayed considerable excitement, talking in loud, high-pitched tones.

Walter H. Gayle, of Chicago, moved as a substitute that inasmuch as the association had not yet organized for this meeting, that the motion be tabled until after the presentation of the report of the Committee on Credentials. This was put to a vote and was lost. The question was then put on the motion of Mr. Straw, and it was lost. Mr. Hopp's motion was then acted upon, and carried by a large majority. The sitting was then adjourned until 2.30 p. m.

AFTERNOON SESSION THURSDAY.

Executive Committee Divided in Its Councils.

Afternoon Session, Thursday.

The afternoon session was opened at 3.15 o'clock. President Anderson in the chair. On motion it was resolved to hold succeeding sittings at the following hours—viz.: 9 a.m. to 12 m., 2 p.m. to 6 p.m. and 8 p.m. to 10 p.m.

V. Mott Pierce, of Buffalo, was introduced as the delegate of the Proprietary Association of America, but retired in favor of his father, Dr. R. V. Pierce, who addressed the members briefly.

THE ORIGINATOR OF THE WORCESTER PLAN.

Dr. Julius Garst was introduced as a manufacturer of proprietary remedies, and touched lightly in his remarks on the reluctance he had observed among proprietors to change their business methods. He said he hoped that the necessity of adopting a price-protective plan would soon be brought home to proprietary medicine manufacturers.

Chairman Holliday's Report.

The report of the Executive Committee was then called for, and Chairman F. E. Holliday addressed the assembled delegates. He prefaced his report with a statement to the effect that his associates on the committee had failed to agree with his own conclusions, and had decided to present no report for the Executive Committee as a whole, but to allow Mr. Holliday to bring his report before the association as the report of the chairman of the committee alone.

The report began by reciting the fact that the committee had been working in the past in accordance with the Tripartite Agreement ratified at the Detroit Convention. The plan was then defined and its provisions described. Complaint was made that many local associations had neglected their duty in the matter of reporting cutters and their source of supplies. Satisfactory progress was reported under the operation of the plan, which, he said, had undoubtedly operated strongly to prevent the spread of cutting, besides suppressing cutting where it existed. The repeal of the war revenue tax was instanced as an example of the unity of action which prevailed among the three branches of trade. The attitude of the jobbing and manufacturing trade toward the N. A. R. D. and the tripartite plan was now more cordial and sincere than it ever has been. Outside of the city of New York, where local conditions have operated to complicate matters, there is very little violation of the plan. From a careful estimate of the prospective support for the coming year, Chairman Holliday deemed it advisable that the dues should be advanced to an amount more nearly approximating the necessary expenditures than is the case under the existing membership fee.

RECOMMENDATIONS BY THE COMMITTEE.

The summarized recommendations of the committee for action are as follows:

1. Organization for the succeeding year should be carried on in the larger cities, as well as in the rural districts, such organization in the cities to be under the joint direction of the Executive Committee of the National Association and the duly constituted representatives of the local druggists.

2. Consideration of an increase in the annual dues.
3. Notifications concerning cutters should be exclusively by the national officers.
4. A special committee to investigate the Worcester plan.
5. Consideration of the attitude of proprietors refusing to restore ante-bellum prices.
6. Authority to the Executive Committee to drop nonpaying members.

A CRITICAL MEETING

In conclusion Mr. Holliday roused the feelings of a large number of the delegates, in stating that this meeting was a critical one in the life of the association, and expressing the hope that the meeting would decide upon some feasible new plan, while keeping as much of the old and tried as was possible.

The report was placed before the meeting for action.

ACCEPTED AS A "MINORITY REPORT."

William Muir said he had never listened to a more remarkable presentation. He criticised the chairman of the Executive Committee for his failure to present the views of his associates, and moved to receive the report and order it filed.

Vice-President Seeley moved to accept the report and refer it for consideration to the Committee on Resolutions. An amendment by B. E. Pritchard to refer for consideration all that portion of the report bearing on the Worcester plan to the special committee, having under consideration a similar reference in the president's address was carried. The remainder of the report, which the president persisted in dubbing a "minority report," despite repeated protests on Mr. Holliday's part, went to the Committee on Resolutions.

Report of Secretary Wooten.

Secretary Thomas V. Wooten was then called upon for his annual report. This was a very lengthy document, covering every important feature of the year's work. We reserve its publication in full for our Association Issue, out on October 28.

With Vice-President Seeley in the chair, on motion of John I. Straw the report was ordered referred to the Committee on Resolutions.

President Anderson took the floor to correct an alleged erroneous statement in the report of the secretary relating to his attitude on the question of the charge made on local associations by organizers of an admission fee of \$3.50. Secretary Wooten had stated that President Anderson stood alone in his attitude respecting the illegality of this charge. President Anderson said he desired to be set right in the matter, since Mr. Holliday, Mr. Jones and Mr. Perry had agreed with him on this point.

Mr. Wooten said if the statement referred to had been made in his report, it was through error and not intentional. He had no recollection of making such a statement.

Wm. O. Frailey reported in behalf of the Committee on Credentials, and W. E. Bingham, his associate, read the list of accredited delegates. Several associations had failed to make payments for annual dues, and the status of delegates from such associations was questioned. The report was recommitted with instructions to make a detailed report at the evening session, after which the afternoon sitting was adjourned.

EVENING SESSION THURSDAY.

(By Telegraph.)

Evening sessions were held beginning at 8 o'clock. At the session on Wednesday evening chief organizer Joseph R. Noel gave a detailed account of the results accomplished the past year by himself and his corps of 16 organizers. Two hundred and forty-four associations had been organized, at a total expense of \$11,951. Collections amounted to \$11,327, leaving a deficit of \$724. The personal expense account of organizers, including salaries, footed up \$11,251. Various references in the report to the action taken by the president and the Philadelphia member of the Executive Committee, tending to show that the work of the organizers had been interfered with unnecessarily, were called in question by the president, who stated that unless the report was that of an officer of the association and not that of an employee, such references to the actions of individual members of the Executive Committee were extremely improper. A member called the president's attention to the printed programme, where the report was plainly stated to be the supplemental report of the secretary, and the incident then closed. The report of the treasurer showed receipts for the year, \$19,897; balance from last year, \$1,126.49; total, \$21,023.49; disbursements, \$18,885; balance, \$2,138.49.

Progress of National Legislation.

The report of the committee on national legislation was submitted by John Gallagher, chairman, as follows:

To the officers and members of the National Association of Retail Druggists:

Among the subjects to the attainment of which your Committee on National Legislation was to direct its best efforts was one of pre-eminent importance to us individually as well as collectively: The abolition of Schedule "B" of the Stamp Act of June 13, 1898.

THE WEARY WORK OF SEEKING REPEAL.

In November, 1900, word was received by us that the Ways and Means Committee of the House was to meet ten days prior to the assembling of Congress and consider the abolition or the repeal in part of the war revenue tax. Together with E. C. De Witt, chairman of the Committee on National Legislation of the Proprietary Association of America; Mahlon N. Kline, chairman of the Committee on National Legislation of the National Wholesale Druggists' Association; Geo. L. Douglass, counsel of the P. A. of A., and many proprietors, we assembled in Washington November 20, 1900, only to find that no more hearings would be granted. The members of the Ways and Means Committee were interviewed personally, and we received the assurance that our requests for relief would be duly considered and acted upon. A brief outlining our arguments for the repeal of Schedule "B" was drawn up and signed by the chairmen of the national legislative committees of the N. W. D. A. and P. A. of A. and the N. A. R. D. This was presented to the chairman of the Ways and Means Committee of the House. The report, No. 2016, of the Ways and Means Committee was submitted and referred to the Committee of the Whole. This report recommended the repeal of all of Schedule "B" excepting the tax on wines; great hope was thereby given that we would ultimately accomplish the objects of our mission. The bill, No. 12,394, 56th Congress, second session, passed the House, and when presented to the Senate was referred to its Finance Committee. While the bill was under consideration grave doubts were entertained on all sides that Schedule "B" would not wholly but only in part be repealed. In the latter part of January, 1901, the representatives of the many associations interested in the war revenue tax repeal again journeyed to Washington; among those present were President W. C. Anderson, of our association; E. C. De Witt, chairman of the Committee on National Legislation of the P. A. of A.; M. N. Kline, chairman of the National Legislation Committee of the N. W. D. A.; Geo. L. Douglass, counsel of the P. A. of A., and many others. Many conferences were held with the chairman of the Finance Committee and its various members; the final hearing was given before the committee; it was apparently their fixed opinion that the tax on proprietary goods be reduced one-half. After exhausting all efforts for total repeal, we induced them to make it 1 per cent; we felt that this would, in view of the circumstances, be a material gain. At no time was there a disposition on the part of the Finance Committee to burden with tax the retail trade. It was deprecated that the way was not clear to draft a law which would not be unconstitutional and yet exempt the retail trade from taxation. Many of the committees stated this, and added that considering the enormous profits of the manufacturers, that this tax should be theirs to bear. G. P. Englehard, who appeared before the committee in the interests of the real retail trade, rendered valuable assistance to us. The bill, No. 12,394, as amended by the Senate, was referred to the House and not concurred in. This made necessary a conference committee of both houses; the committee from the House stood firm and refused to accede to the amendments passed by the Senate. Conferences were held and the pros and cons vigorously debated, until finally the Senate committee weakened and the bill as it left Congress was passed during the closing days of the session and signed by President McKinley. The law went into effect July 1, 1901.

\$4,000,000 SAVED TO THE DRUG TRADE.

Your committee can now report that the War Revenue Act, in as far as it affected the drug trade, is a thing of the past, a saving of about \$4,000,000 to the drug trade, the greater part of which was borne by the retailers. Special credit is due Secretary Thomas V. Wooten for the able assistance given to us in this work. We must emphasize that the repeal of this tax was accomplished mainly owing to the untiring efforts of the retail druggists affiliated with the N. A. R. D. The manufacturers and proprietors contributed a considerable share to our endeavors; numerous were the number of petitions sent to the members of Congress; the subject was thus thoroughly brought to the notice of the various committees, so that our work was greatly facilitated by the information thus given; of the drug press too much cannot be said in praise. The repeal of this tax exemplified the value of united effort in accomplishing what all wish—results.

THE MOVEMENT TO REVISE THE PATENT LAWS.

While engaged in the work of the repeal of Schedule "B" of the war tax, your Committee on National Legislation was apprised of the fact that the commission appointed to revise and amend the trademark and patent laws had made its final report. On page 5 of this report we note the following:

"We also held public hearings in Chicago, New York and Washington, which were largely attended, and at which a full opportunity was given for the expression of the views of all persons interested in the questions before the commission for consideration. We have, in making the recommendations contained in this report, taken into consideration the views expressed on these questions by the American Bar Association, the Manufacturers' Association of America, the Pharmaceutical Association (which we take to be the American Pharmaceutical Association), the Trade Mark Association, the Association of Retail Druggists" (evidently N. A. R. D. is meant).

Notwithstanding the consideration that the commission here assert of our views for relief, the only reference to our request that is made is contained on pages 31 and 32 of the commission's report, as follows:

"Classes of Invention Excluded from Protection."

"Under the United States Patent Law no class of useful invention is excluded from protection. The same is true of the laws of Great Britain and the British colonies generally, but many foreign countries exclude from protection one or more classes of invention. The class of inventions which more than any other is excluded from protection is that relating to medicine. It is excluded in Germany, France, Austria-Hungary, Italy, Japan, Denmark, Norway, Sweden, Portugal, Russia and a number of other countries. Other classes of inventions excluded from protection in many countries are foods, chemical products and inventions relating to war material.

"The exclusion from protection of inventions relating to medicines or foods does not generally extend to those relating to proc-

esses or apparatus for their manufacture. In all foreign countries which exclude chemical products from protection, except Switzerland, inventions relating to chemical processes may be patented, and in nearly all such countries it is expressly provided by law that a patent for a chemical process by which a new chemical product is made shall in effect cover such product, unless it is shown that such product was in fact made by some other process.

"It has been urged before us, both at the hearing above referred to and in written communications laid before us, that the United States law should be amended to exclude from patent protection both medicines and chemical products generally, at least so far as such inventions are the inventions of subjects or citizens of the foreign countries which exclude these classes of invention from patent protection, and it has been contended that subjects or citizens of foreign countries should not be permitted to receive in this country patents for inventions which are not patentable in their own country."

HOPES OF THE COMMITTEE DASHED—PROPOSED AMENDMENT TO THE FEDERAL LAW.

Nevertheless, no recommendation for the remedial legislation desired by us is made in the bills prepared by the commission submitted to Congress, to correct the shortcomings of our present patent and trade-mark laws. Our association waited for this report, hopeful that the justice of our claims would appeal to the commission as worthy of embodiment in the bills now prepared for consideration by Congress. As our hopes have not been realized, your committee recommends that strenuous efforts be made to accomplish the result that we desire to rid us of the piratical exactions of the coal tar exploiters of Europe. Efforts were made to see the chairman of the Committee on Patents, to whom the report had been referred; he was out of town. The session of Congress was so far advanced that nothing at the time could



J. C. GALLAGHER,

Chairman Committee on National Legislation.

be done. The time is ripe for action, and therefore we present for your consideration the following amendment to the present patent laws that should, if it meets with your approval, be presented to Congress at its coming session:

An act amending the patent laws of the United States.—Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled: That Section 4.886 of the Revised Statutes, as amended by Act of Congress approved March 3, 1897, be and the same hereby is amended by adding thereto the following sentence: Provided, however, that this section shall not apply to such articles as are used for medicines, nor to substances prepared by chemical processes in so far as the invention does not relate to a definite process for the preparation thereof.

So that the section as amended shall read as follows:

Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had, obtain a patent therefor: *Provided, however, that this section shall not apply to such articles as are used for medicine, nor to substances prepared by chemical processes, in so far as the invention does not relate to a definite process for the preparation thereof.*

Sec. 2. That this act shall take effect..... and Sec. 1, amending Section 4.886 of Revised Statutes as amended by act of Congress, approved March 3, 1897, shall not apply to any patent granted prior to said date, nor to any application filed prior to said date, nor to any patent granted on such an application.

From the surprise expressed by the Finance Committee of the Senate that patented synthetics were exempt from taxation, we believe that but little trouble will be encountered in passing such a measure, if care be taken to present same in proper shape.

ON GOVERNMENT COMPETITION.

A matter that was brought up at our last meeting was the manufacture of vaccine and other biological preparations by the United States Department of Agriculture; at the last session of Congress an effort was made by the manufacturers to have the appropriation cut down; instead of a reduction the appropriation was increased. Owing to ill-health, the chairman of your committee while in Washington was unable to do anything in this matter. Your committee deem it advisable that at this time suitable action should be taken to prevent the United States Government, and State and municipal departments, from assuming the role of competitor. Their products are given to people well able to pay for them; these products have passed the experimental state, and it is manifestly against the policy of our Government that private enterprise should be thus thwarted in its efforts to obtain perfection of product, and at the same time be paying a tax to support governmental competition.

"TAX-FREE ALCOHOL" STILL THE CRY.

At the last session of Congress a resolution was passed authorizing the Finance Committee of the Senate to sit during the recess; a meeting will be called under the authority of this resolution some time this fall. There are several matters that are being pressed for consideration by various interests, but it is probable that the most important only will be taken up for formal legislation, and this, we believe, relates to the laws governing the manufacture and sale of distilled spirits. The operation of the present laws is very unsatisfactory to the Government, as well as to those interested in the handling of spirits. The main difficulty arising from the fact that the laws have been passed at various times without due regard for those already on the statute books, and that the result is a hodge-podge of legislation that it is important to have done away with. We are led to believe that the committee will go into the subject thoroughly, and hope to recommend a comprehensive bill to Congress when it meets in December. Herein is a field of action where the progressive spirit of our association may sow good seed and reap a most bountiful harvest. The use of distilled spirits enters so largely into our products that its exemption from taxation would confer a boon upon the retail drug trade. We should have tax-free alcohol for the use of the arts and sciences. We recommend, therefore, that prompt action be taken to communicate our views to the Finance Committee, and thereby drive the entering wedge that may lift the tax off this article, so largely used in our pharmaceutical products.

COMMITTEE NEEDS FUNDS TO PROSECUTE ITS WORK.

In conclusion, your committee desires to state that the nature of their work requires an adequate appropriation to aid it in its endeavors. This subject was referred to by your last Committee on National Legislation, and is repeated this year in the hope that the necessity of it will appeal strongly to this association as an indispensable requisite to accomplish results.

MORNING SESSION FRIDAY.

(By Telegraph.)

The morning session was opened promptly at 9 o'clock by President Anderson. Various reports were called for, but only one was presented—that of the Committee on Trade-Marks and Patents. A proposed amendment to the constitution was submitted by Secretary Wooten, which should change the basis of representation from one delegate to every 100 members to one for every 50. The by-laws will be amended under another motion to make the fiscal year correspond with the calendar year, and giving the Executive Committee power to drop from membership associations in arrears. After this the entire time of the forenoon sitting was taken up with the discussion of Article A of the new price protective plan, recommended in the president's address. An effort was made to shelve the matter for another year, but without avail. The advocates of the plan argued that the adoption of the new plan would not destroy the tripartite plan. The discussion became very heated and a dozen different motions to lay on the table, to adopt, and refer to the Executive Committee with power to put into effect if it sees fit, etc., were introduced and disposed of, and personalities were freely exchanged. A substitute for all previous motions was then introduced by Wm. Muir, of New York, approving Article A and referring it to the Executive Committee for enforcement where its provisions would not conflict with the operations of the tripartite plan. The motion was carried unanimously in committee of the whole. After the committee reported to the association discussion was renewed, the delegates from Ohio making strenuous objection to the adoption of the report with its provision regarding the retention of the tripartite plan. The report was finally adopted and the convention adjourned for lunch.

Officers to serve during the year were elected as follows: President, J. W. Seeley, Detroit. Vice-presidents, R. K. Smithers, Buffalo; Thos. Vogel, St. Paul; B. E. Pritchard, Pittsburg. Secretary, Thos. V. Wooten, Chicago. Treasurer, R. S. Vitt, St. Louis. Chairman Executive Committee, Simon N. Jones, Louisville. J. C. Gallagher, Jersey City; F. E. Halliday, Topeka; W. E. Bingham, Tuscaloosa, Ala.; F. W. Messner, LaPorte, Ind.; Chas. Fleischmer, New Haven, Conn., members of the Executive Committee.

[A complete report of the proceedings will appear in our next issue.—Ed. AM. DRUG.]

Frank J. Quereau, formerly of the Bridaham-Quereau Drug Co., wholesale druggists, Denver, has severed his connection with the firm to enter the brokerage business, and his letter-heads now read: "Frank J. Quereau, Merchandise Broker, Denver, Col."

JUBILEE OF THE N. Y. D. A. V.

The Fiftieth Anniversary of Its Foundation.

The fiftieth anniversary of the founding of the New Yorker Deutscher Apotheker Verein was celebrated by a banquet and ball at the Terrace Garden, on Fifty-eighth street, this city, on the evening of October 3. The halls, the lobbies and the dining room itself were all elaborately decorated with flowers and plants. Long festoons of vines covered the front of the boxes and the stage, and the orchestra seated on the stage was completely hidden in a bower of tropical plants. Nearly five hundred ladies and gentlemen were gathered to do honor to the occasion, and the gathering was probably one of the most representative of New York retail pharmacists in a social way that has ever been convened in this city, the German element naturally predominating. The menu was an excellent one, the service being remarkably good, particularly in view of the large number of guests. The menu follows:

MENU.

Buzzard's Bay Oysters.			
Amontillado Sherry.			
Consomme Royal.			
Olives.	Celery.	Radishes.	Tomatoes.
Kennebec Salmon, Sauce Tartar.			
Sweetbread en Casserolette.			
French Peas.	Flourons.		
Filet de Bœuf aux Champignons.			
St. Julien.			
Salad.	Pommes Croquettes.		
Sorbet à la Deutscher Apotheker Verein.			
Roast Philadelphia Squab, Stuffed.			
Niersteiner.			
Compot.			
Ice Cream Fantaisie.			
Tartlets.	Mixed Nuts.	Fancy Cakes.	Bon Bons.
Mottoes.	Raisins.	Almonds.	Fruit.
Café Noir.			

An innovation was introduced in calling on the speakers between the courses. The opening address was made by Charles Schleussner, president of the association, who in a happily worded address briefly welcomed the guests. Hon. Randolph Guggenheimer, president of the Borough of Manhattan, responded to the toast, "Our Glorious City." He opened his remarks with a reference to the time honored Shakespearean quotation concerning "the lean apothecary," and contrasted that personage living in the doubtful alleys of life with the present robust exponent of the apothecary's art, who occupies the most conspicuous corners on the most prominent thoroughfares of the city.

The speaker congratulated the society upon the great progress it had made, which was based, he said, upon the well-known German motto, "Talent ist die Arbeit." With such a motto to live up to he said that he was not surprised that seven out of ten of the drug stores of New York City bear the legend, "Deutsche Apotheke." He especially congratulated the society upon the fact that one of the original founders of the organization, Gustav Ramsberger, had been spared, and was present in a hale and hearty old age to participate in the fiftieth anniversary of the formation of the organization.

E. C. Goetting, of the Committee of Arrangements, former president of the society, spoke in German in response to the toast of "Our Society." Lauding its objects and accomplishments and accentuating the fact that the society was German in speech, and would remain German always. In the absence of Oscar C. Kleine, Jr., president of the Kings County Pharmaceutical Society, Prof. William C. Anderson responded to the toast of "Our Sister Societies." Professor Anderson laid special stress upon the close affiliation which had always existed between the Kings County Society and the Apotheker Verein; a large number of the members of the Kings County Society being active in the older organization. He directed attention to the fact that the first president of the Kings County Society was Gustav Ramsberger, the only surviving founder of the Apotheker Verein.

Prof. Charles F. Chandler, president of the New York College of Pharmacy, responded to the toast, "Pharmaceutical Education," acknowledging his profound indebtedness to German universities which he attended from his seventeenth year onward, and to whose influence he ascribed a large portion of whatever success he had achieved. He gave some interesting reminiscences of his first association with the New York College of Pharmacy, then a struggling organization, without means, without a permanent home, and without any friends save a few retail druggists. Some of these came to him, and for the first time acquainted him with the fact that such an institution was in existence. They asked him to give three lectures a week of two hours each. He inquired what compensation they could give him. None, they said, but nev-

ertheless he undertook the work, a fact which he has never had occasion to regret throughout a connection covering some thirty odd years. Professor Chandler was most enthusiastically applauded with true student enthusiasm by his many old scholars present.

Oscar Krause spoke in German to the toast of "The Ladies," his sentiments being expressed, for the most part, in very clever verse. An innovation in the printed programme was introduced in the form of a reply in behalf of the ladies by Mrs. Felix Hirseman, who spoke clearly, forcibly and effectively as a representative of the new woman, who is not content with sitting idly by while man cares for the serious affairs of life. Mrs. Hirseman, being herself a registered pharmacist, spoke as one with authority on the subject.

Albert Plaut spoke for "Our Wholesale Brethren," opening his remarks with a very clever parody of Owen Meredith's apotheosis of cooks. "The Pharmaceutical Press" was responded to by Francis B. Hays, who made a few brief remarks. The most interesting feature of the dinner was the presentation by Mr. Linnig, the youngest member of the association, to Gustav Ramsberger, the oldest member, of a handsome gold medal, on behalf of the society, in token of its appreciation of Mr. Ramsberger's life-long devotion to the best interests of pharmacy.

Dr. Gustav Pfingsten, editor of the "New Yorker Apotheker Zeitung," presided over the banquet as toastmaster, discharging with rare tact the trying duties of the position. At the conclusion of the speech-making the floor was cleared and dancing was begun, and continued until dawn.

The concluding festivities incident to the fiftieth anniversary took the shape of a "Kommers," which was held at Nos. 192 and 194 Third avenue, on October 3. Some 150 members took part and listened to a programme of vocal and instrumental music. Henry Imhof presided, and the feast of reason and flow of soul was aided by steady application to the stein and the meerscham. A massive silver set in a heavy oaken chest was presented to President Carl Schleussner. Mr. Imhof made the presentation speech. There was a speech from Gustav Ramsberger, Max Haeusler's humorous recitations were encored, and the chorus written by President Schleussner, W. I. Gesell, E. Roller and A. Schulz was loudly applauded.

DOINGS OF THE VINOL CLUB.

The Co-operative Idea in Practice.

The Vinol Club, an organization representing the agents for the preparation known as Vinol, held a reunion at Buffalo in the first week of October. Two business sessions were held, and entertainment was provided in the shape of receptions, banquets and an especial performance in the Streets of Cairo in the Pan-American Exposition. Headquarters were established at the Buckingham Hotel, and on Wednesday evening a banquet in honor of the women was given, which was marked by a most unexpected and happy event. It was the presentation by the club of a pearl necklace to Mrs. J. T. Wetheral, of Boston, wife of the president, and Mrs. Lewis K. Ligitt, also of Boston, wife of the secretary. After the dinner the visiting women made up a theater party and attended the performance at the Teck.

At the close of the reunion a business corporation was formed among the participants, to be known as the Drug Merchants of America. The plans were kept secret until the meeting of the club in Buffalo. Then they were fully explained. The idea is to take in as stockholders in the corporation one druggist in every town in America. Each stockholder gets one share of stock, and not more than one druggist in any town can be a stockholder. The corporation elects a Board of Directors and officers, and the Board of Directors and the officers manage its affairs. A central office is to be opened in New York City within ten days, and the headquarters of the officers of the corporation will be located there.

By this method the members of the corporation will be able to secure their supplies at the lowest wholesale prices, much lower than they can be secured by the druggists outside of the corporation. This means that the stockholders in the new corporation will be able to undersell independent druggists if they see fit.

The corporation also will do an exchange business. It will exchange goods that a member wants for stock which he has on hand and cannot dispose of, except at a great sacrifice. It will also buy up his stock at not more than 10 per cent. off if he goes out of business. That will prevent independent druggists from securing the stock at a forced sale.

At a meeting of the Board of Directors of the Vinol Club, held in the Buckingham Hotel, October 4, the following officers were elected: President and manager, George C. Lyons, Providence; vice-president, Thomas Stoddart, of Buffalo; secretary and treasurer, J. E. Howard, Detroit.

The members of the club were tendered a banquet on October 2 at the Century Club, upward of 300 participating. The inscription on the menus read, "Third Annual Dinner of the Vinol Club, given by Chester, Kent & Co., October 2, 1901, Twentieth Century Club, Buffalo, N. Y."

N. A. R. D. Plan Abandoned in New York.

The operation of the tripartite agreement between the manufacturing, wholesale and retail druggists has been officially declared a failure in Greater New York. At a meeting of the local executive committee of the various organizations affiliated with the N. A. R. D., held at the New York College of Pharmacy on October 1, the following was unanimously adopted:

In justice to the wholesalers who have upheld the tripartite plan and have acted honestly with the retail pharmacies of Greater New York during the past year, it is moved that the names of those listed as aggressive cutters in Greater New York be removed from the list.

In accordance with the terms of the above resolution wholesale druggists in Greater New York have notified their salesmen that they are free to sell to all and sundry.

As was to have been expected, the discarding by the retail druggists of the tripartite agreement so far as Greater New York is concerned occasioned considerable comment among the jobbers and proprietary men of this city. The action, however, had been discounted to some extent by rumors current within the last few weeks to the effect that some such action was contemplated on the part of those high in the councils of the N. A. R. D., who felt that greater freedom would be given to their action and speech at Buffalo if they were unhampered by any belief that the tripartite agreement was working successfully in this city.

Many of the jobbers refused to discuss the subject in any way whatever, but there were others who came out boldly with the statement that they had expected nothing less, although they had all individually and steadfastly lived up to every agreement that they had ever put their name to.

John McKesson, of McKesson & Robbins, when seen at his office, said: "Although we are now ready to sell cutters and noncutters alike without restriction, as all agreements to that effect as far as Greater New York is concerned are off, still there has been no marked increase in our sales, and things are going along in the regular way, I cannot tell whether the operation of the N. A. R. D. plan was effective at any time during its enforcement here, but I presume that it was not, otherwise I do not believe that the retailers would have abandoned the plan. Nothing could be simpler than to give their reason for the failure here. It was simply because the plan was not lived up to by those who signed the agreement. As far as we are concerned personally, the operation of a plan for the six or seven months it was enforced was a good thing for us, for our sales were much better then than at any other time, consequently we were perfectly willing to live up to our agreement and keep right on refusing to sell noncutters, for it meant greater profit to us."

T. E. Delano, of the Chas. N. Crittenden Co., was a little bit more outspoken in his views than most of the other jobbers. He said: "My impression is that the plan was defective all the way through. Its nonobservance was universal. I believe that the retailers, possibly with a few exceptions, as well as the jobbers, were guilty of violating the agreements. At any rate, this city is not a good field to carry out a plan of that kind. There is too much competition, and the retailer who finds a little store plastered up on both sides of him is apt to do something to stimulate trade. Cut prices are usually his weapon. Within the past ten or fifteen years several plans of this kind have been tried. I do not know of one that has even been partly a success, at any rate they all terminate as this one has. As for the jobbers, not one has violated his pledge." As Mr. Delano said this, there was a spasmodic contraction of the orbicularis palpebrarum. "The wholesale trade of this city is of the highest integrity." Again the unaccountable contraction. "A great many houses claim," continued Mr. Delano, "that their sales were greatly affected through their efforts to aid the retailers in carrying out their plan, and the jobbers of this section, while adhering firmly to their agreement, found that their sales were reduced through outside interference—foreign encroachments on their trade."

Another jobber held that the weakness of the retailers' policy and the cause of the failure of the plan lay in the fact that no stringent measures were taken against offenders. "It was

known," he said, "that there were certain jobbers who violated their agreement, and the system that should have been adopted would have been for the retailers to have gone direct to the proprietors and naming the offenders hold that if they continued to sell to those jobbers it would mean the loss of their retail trade. If this had been done the chances are that the jobbers would have been called to account at once by the proprietors and selling to the aggressive cutters would have ceased.

"It was most disheartening," he continued, "for us to have old customers come in here and ask for certain articles which we were compelled to refuse to sell to them, and to have them go out and return with the goods they wanted within ten minutes almost. It showed that the agreement was being violated by the wholesale trade in this city, not out of town."

Clarence G. Stone Goes with the Lambert Pharmacal Co.

The Lambert Pharmacal Co., of St. Louis, have secured the services of Clarence G. Stone, formerly of the Mellin's Food Co., Boston, and widely known as the permanent secretary (by courtesy) of the committees on arrangements and entertainment of the various national drug associations, as their Eastern representative, with headquarters in New York City. Mr. Stone has had a career of marked success. After graduating with the degree of Ph.C. from the University of Michigan, in 1877, he was engaged for several years in the retail drug



CLARENCE G. STONE.

business with Frank Inglis, in Detroit, and then acted as one of the Western traveling representatives for McKesson & Robbins, of this city. Following that engagement he became vice-president and manager of the wholesale drug and manufacturing department of Henry J. Milburn & Co., of Detroit. He sold his interest in the concern of Mr. Milburn after two and a half years of hard work, and accepted the responsible position of New York representative of the Mellin's Food Co., of Boston, then known as the Doliber Goodale Co., which he has held for the past eight years. Few men are so widely and favorably known in the ranks of their calling as is Mr. Stone. Possessing marked executive ability, coupled with considerable charm of manner, geniality and wit, he has endeared himself on the various occasions in which he has taken charge of the arrangements for entertaining members of and visitors to national gatherings to an ever-widening circle of friends and acquaintances, for he has proved a prince of entertainers, and has taken a genuine and personal interest in looking after the comfort of the members. He has acted in the capacity of chairman or secretary of the committee of arrangements and entertainment of many different pharmaceutical organizations, ranging from the National Wholesale Druggists' Association and the American Pharmaceutical Association to receptions planned by local retailers, such as the banquet to the apothecary of Admiral Dewey's flagship in New York City a few years ago, and always with marked success. The Lambert Pharmacal Co. may well be congratulated on having secured so capable a representative.

Obituary.

W. S. Thompson.

Members of the American Pharmaceutical Association, who met and conversed with William Scott Thompson, of Washington, D. C., the widely known member of the Council of the Association, at the meeting in St. Louis, when he appeared to be in the best of health, were shocked to learn of his sudden death at his home in Washington on Thursday, September 26, a few days after his return from the West. For a third of a century he had conducted a pharmacy on Fifteenth street, opposite the Treasury Building in Washington, and he had an honorable and successful business career. His death came suddenly, for in five minutes from the time he first complained of suffering from what appeared to be acute indigestion he was dead. The end came in the hall of his residence, No. 1322 New York avenue, a few minutes after nine o'clock in the morning. Medical aid was summoned, but notwithstanding the best skill and attention that could be bestowed, he soon passed away.

Mr. Thompson was born in Frederick, Md., in 1839, and removed to Washington when about twenty-one years of age. He clerked for a time in Kidwell's drug store, which was then located on Pennsylvania avenue, and soon qualified himself as a registered pharmacist. He established his own business at 703 Fifteenth street, N. W., in 1864, and was successful from the beginning. He was identified with many interests of both a local and a national character. He became a member of the American Pharmaceutical Association in 1871, and had served it in many capacities, having been a member of the Council since 1897, and at the St. Louis meeting this year he was elected a vice-president. At the time of his death he was chairman of the Board of Trustees of the U. S. Pharmacopoeial Convention. In his connection with these national bodies he gained considerable renown, and gave proof of a keen and penetrating mind, superior judgment and a capacity for grasping large affairs. Those who were best acquainted with the deceased bear testimony to his fine character. He was modest and reserved in his deportment, sincere in his friendship, and one who abhorred ostentation, while his daily life exhibited the highest traits of the Christian gentleman. His loss is deeply mourned by a host of friends, and his presence will be keenly missed in the councils of the American Pharmaceutical Association, where his advice was always eagerly sought, and he was recognized as a leader. By his death the city of Washington has lost one of its most widely known and sincerely esteemed citizens. Of the charitable and business interests with which Mr. Thompson was identified may be named the Riggs Fire Insurance Co. and the Mutual Protective Fire Insurance Co., of which he was president. He was a director and member of the Executive Committee of the American Security & Trust Co., the treasurer of the Children's Hospital and a trustee of the Boys' Reform School. He was past master of New Jerusalem Lodge, F. A. A. M., and an officer of the Woodmont Rod and Gun Club.

He is survived by a widow and five grown children, who are W. S. Thompson, Jr., Lieut. Fred. Thompson, U. S. N., Mrs. Thomas J. Fisher, Jr., Mrs. von Phul Jones, of Wissahickon, Pa., and Miss Mabel Thompson.

The funeral took place on Saturday, September 28, from the family residence. The American Pharmaceutical Association and the U. S. Pharmacopoeial Convention were represented by Charles E. Dohme, Baltimore; Charles Caspari, Baltimore; S. A. D. Sheppard, Boston; John F. Patton, York, Pa.; Dr. Murray G. Motter, Philadelphia, and Dr. William M. Mew, Washington.

The will of the decedent, filed for probate and record September 30, contains a provision relative to the disposition of the drug business at 705 Fifteenth street northwest. Mr. Thompson, in appreciation of the services of Frank C. Henry, who was in his employ a number of years, provides in the will that the drug business, which the testator valued at \$20,000, be sold to Mr. Henry for \$15,000 by the trustees, the latter to take unsecured promissory notes for such part of the purchase price as Mr. Henry may desire credit for, he to pay interest on the deferred payments at the rate of 5 per cent. per annum, and to pay off the notes at the rate of not less than \$1,000 per annum. The trustees are directed to make this offer to Mr. Henry at once, and he is to be allowed thirty days in which to decide whether he will accept the proposition. If he fails to accept the offer, the business is to be sold to the best advantage. Should the net income of the estate fall below \$4,000 per annum during the life of Mrs. Thompson, the trustees are directed to make up the deficit by mortgages, pledges, or sale of property.

Joseph Toy.

Joseph A. Toy, who had been for many years special representative of the Carter Medicine Co., of New York, and private secretary to Brent Good, the president of the company, died at his home in New York City on the morning of Tuesday, October 8. Mr. Toy was born and brought up amid home surroundings in Norfolk, Va., where his father carried on a drug business on a large scale. Mr. Toy had the benefit of a good collegiate education, and his natural tastes were of a refined order. He at one time represented the firm of W. H. Schiefelin & Co. for many years, and was connected later with Billings, Clapp & Co., of Boston, but was best known of late years through his connection with the Carter Medicine Co. He was well and favorably known to the drug trade in nearly all parts of the country, and his kindly nature and genial manners endeared him to a host of friends, who will receive the news of his demise with feelings of sincere sorrow.

OBITUARY NOTES.

Charles J. Loth, a well-known druggist of Richmond, Va., died on October 6.

L. Jay Carrel, of Detroit, Mich., died on October 3. He was seventy-two years old.

Edward J. Finnerty, formerly a druggist at Centalla, Pa., died on August 21 at Philadelphia.

Robert Karkley Hicks, of Springfield, Ill., died on August 28 from heart failure. He was 60 years old.

John T. Britton, druggist, Long Branch, N. J., died at his home there on September 16, aged sixty-one years.

George L. Mayer, a prominent druggist of Marksville, La., died on September 1. He was born in New Orleans, La., in 1849.

Moses J. Solomons, at one time a member of the drug house of A. A. Solomons & Co., died at Savannah, Ga., on September 2.

Gustave Kreutzer, of 18 Chauncey street, Brooklyn, died on August 24. He was a native of New York City and was 42 years old.

Thomas Black, formerly of M. C. Brown & Co., druggists, Gainesville, Ga., was accidentally drowned on August 23 in that State.

Mrs. M. A. Green died at Colfax, Ill., aged fifty-two, on October 3. She was one of the few women registered pharmacists in Illinois.

Charles T. Stubbs, proprietor of the cut rate drug store, 715 Penn street, Reading, Pa., died September 22 of heart disease, aged thirty-one.

Theodore Bodine, of New London, Conn., one of the best known druggists in Connecticut, died on September 2. He was 86 years old.

Thomas Milburn, head of the firm of T. Milburn & Co., manufacturers of proprietary medicines, Toronto, died September 20, of heart failure.

Charles W. Howe, druggist of Rochester, N. Y., died on September 4. He had served in the City Council and been postmaster of the city.

J. D. Armstrong, of Brownsville, Pa., died on September 20. He was sixty-three years old, and had been in the drug business for over forty years.

John Lawrence Swift, manager of the Heyer drug store, Galveston, Texas, died suddenly on September 18, aged thirty-five, from the effects of an overdose of medicine.

Capt. Erwin M. Merrill, a well-known druggist of Carthage, N. Y., died on September 10. He was 65 years old. He had conducted the drug store owned for over 30 years.

Louis Siebold, F.I.C., F.C.S., for twenty-six years editor of the Year Book of Pharmacy, the official volume of Proceedings of the British Pharmaceutical Conference, died at Sale, England, on September 14, aged 63.

John C. Howe, of the firm of Howe & French, wholesale druggists, Boston, died at his home in Cohasset on September 25, aged seventy-three. He was reputed to be one of the wealthiest men in that part of the State.

William Sauter, for many years one of the most popular and leading druggists in Schenectady, N. Y., died the other day at his home after a lingering illness. Mr. Sauter was a member of the New York State Pharmaceutical Association and had a host of friends, who sincerely regret his loss.

G. A. Marigold, a druggist, of Point Pleasant, N. J., was found drowned in the Manasquan River, close to his home, on September 25. He was a paralytic, and it is supposed that he fell from the pier and was powerless to help himself. He leaves a widow and three children. He was fifty years of age.

Dr. George Gill, for thirty years a prominent druggist of Mount Vernon, N. Y., died on August 31 at his home there. Dr. Gill was about 70 years old, and was born in England. For many years he practiced medicine, and when the Civil War broke out he enlisted and went to the front as a surgeon.

Dr. Francis E. Hines, of Salem, Mass., druggist and physician, died September 30. He was a member of the School Board for twelve years. He was born in Boston in December, 1852, and was graduated from Harvard Medical School. For three years he was an assistant assessor in Boston, and also served in the Legislature. He went to Salem in 1879.

Hugh O'Reilly, a popular Brooklyn druggist, died at his home, No. 198A Bergen street, on September 15. Mr. O'Reilly started in the drug business at Bridge and York streets, and later moved to Bridge and Tallman streets. His store is one of the landmarks of the district. He had been a druggist there for 39 years. He is survived by a widow, five daughters and a son.



HARRY JACOBOWSKY.

A death that was greatly deplored by men in the drug business in Chicago and vicinity was that of Harry Jacobowsky, which took place at Denver, Col., recently. Mr. Jacobowsky was a buyer for Morrisson, Plummer & Co., with which firm he had been for a great many years, although he was a comparatively young man at the time of his demise. He was thrown into contact with a large number of salesmen, and had a wide acquaintance. He began as a messenger boy in the employ of Tolman & King, one of the old time Chicago firms. When that firm went out of business he secured employment with Morrisson, Plummer & Co. in the order department. He was intelligent and energetic, and mastered all the details connected with work in the different departments through which he passed. He became head stock clerk, and was then promoted to the position of foreman of the order department. When a vacancy occurred in the position of general drug buyer he was promoted to that place, which he occupied until compelled to abandon it on account of ill health. This was two months ago. He went to Denver, where the climate seemed to agree with him. He so far regained his health and strength that he sent in word that he would soon return to take up his old duties. Then the message came that he was dead. The funeral took place Sunday, September 29, at the home of his parents, 4230 Calumet avenue. Mr. Jacobowsky never married.

Charles Coleman Reakirt, who died at Mt. Auburn, O., on August 24, aged 80, was a pioneer druggist of Cincinnati. In the spring of 1844, in company with his brother Joseph, he established the firm of J. & C. Reakirt, locating in Third street, opposite the Henry House. Later they bought out the old

firm of C. & J. Bates, and established themselves on the corner of Pearl and Reynolds streets. The partnership was dissolved upon the death of Joseph, after continuing for 21 years.

John F. Neill, of 19 Union street, died suddenly October 7. He fell on the sidewalk on the evening of the day in question and was afterward assisted to his store by a friend. There he complained of feeling drowsy and said he would take a short nap, and his friend volunteered to stay with him. At last his friend, becoming alarmed, attempted to arouse him, but could not. Then he sent a messenger for a doctor, who pronounced Mr. Neill dead, saying he had been dead but a few minutes. In the doctor's opinion death resulted from compression of the brain due either to apoplexy or a fracture of the skull, from his fall. The Medical Examiner was notified. A widow survives him.

C. Herman Plautz, one of the veteran druggists of Chicago, died August 9 at his farm in Kenosha County, Ill. The funeral took place four days later at the home of his son, Herman W. Plautz, 731 North Hoyne avenue. Members of the Veteran Druggists' Association, of which Mr. Plautz was a member, attended in a body. Mr. Plautz is the first member to pass away since the formation of the organization. Mr. Plautz was born in 1844 and came to Chicago when 15 years old. He was an apprentice in the store of Carl Muensche, on Milwaukee avenue, and four years later became proprietor of the store. He soon became one of the most prominent druggists in that section of the city. He went into politics and in 1880 was elected City Clerk. In 1885 he was elected City Treasurer. He was prominent in the councils of his party and was secretary of the State National Committee. He became very wealthy and was president of the Northwestern Brewing Company and vice-president of the Garden City National Bank. Two years ago he hurt one of his eyes and later contracted eczema. He suffered with this so long that his vitality became greatly lowered and he became a victim of heart disease. He had one of the handsomest farms in Kenosha County and went there June 15 in hope that the change would benefit him.

Michigan Board Licentiates.

The Michigan Board of Pharmacy held a meeting at Marquette, August 28 and 29. There were 15 applicants present for examination, 12 for registered pharmacist certificate and 3 for assistant papers. Nine applicants received registered pharmacist papers and 3 assistant papers. Following is a list of those receiving certificates: Registered pharmacists—J. A. Cameron, Pickford; Chas. D. Church, Ypsilanti; Wm. H. Fouch, Allegan; J. J. Gorilla, Ironwood; Wm. C. Gates, Rockland; T. J. U. Renaud, Chicago; H. H. Rounavaara, Calumet; O. E. Thibault, Hancock. Assistant pharmacists—Alex. Brunner, Howard City; L. H. Smith, Deckerville; E. D. Wilson, Newberry.

All members of the board were present at the meeting. The members of the board are as follows: A. C. Schumacher, president; Henry Helm, secretary; W. P. Doty, treasurer; L. E. Reynolds and John D. Muir. The next meeting of the board will be held at Lansing, November 5 and 6.

Michigan Pharmaceutical Association.

The Michigan Pharmaceutical Association at its recent annual meeting in Detroit decided to hold next year's convention at Saginaw. Officers were elected as follows: John D. Muir, of Grand Rapids, president; William H. Burke, of Detroit, C. F. Huber, of Port Huron, and R. G. Bower, of Petoskey, vice-presidents; J. W. Seeley, of Detroit, secretary (re-elected), and D. A. Hagens, of Monroe, treasurer. The delegates decided not to take initial steps looking to the elimination of cut-rate prices on proprietary drugs in retail drug stores, but recommended a national conference on the problem.

Conspiracy Suit Withdrawn.

D. A. Salisbury, 122 East Huron street, Ann Arbor, Mich., who brought on a \$10,000 damage suit for conspiracy against the local druggists' association, because he was placed on the list of aggressive cutters and denied supplies of proprietary medicines, withdrew his suit on September 28, and, having promised to abide by the retailers' agreements, his name will be removed from the black list. Mr. Salisbury, it is reported, found the pressure too great to be withstood.

GREATER NEW YORK.

The drug store of J. Howard Leggett, at Plainfield, N. J., was recently seized for debt.

K. C. Daniels, of Daniels & Ogden, Memphis, Tenn., was a recent drug buyer in the city.

The Schenck Drug Co., of New York City, has been incorporated with a capital of \$20,000.

Louis A. Riz, a manufacturing chemist, of Hamburg, Germany, was a recent visitor to New York.

The first shipment of the new crop of ergot, consigned to Lehn & Fink, arrived recently on the "Augusta Victoria."

A well-known chemist of Lee, Kent, England—Edward H. Ball—is here inspecting the manufacture of drugs and chemicals in this country.

C. H. Klippert, who has been dispensing drugs for fifty-one years, thirty-six years of which on 125th street, near Lexington avenue, is about retiring from the business.

John McKesson and H. McK. Kirkland, of the McKesson & Robbins Co., have returned from a two weeks' shooting trip to Nova Scotia.

R. B. Robbins, formerly of 135th street and Seventh avenue, has moved his drug business to a new building near the corner of 137th street and on the same avenue.

The first match of the Retail Druggists' Bowlers' Association was held on Starr's Alleys on last Tuesday evening, the 8th inst.

Albert Plant, of Lehn & Fink, returned late in September from an enjoyable ten days' vacation among the Thousand Islands and at the Pan-American.

Thomas P. McNeill, of Leake & McNeill, the wholesale drug house, of Jacksonville, Fla., who has been here a fortnight for his health, leaves for home this week with his wife.

Recent buyers in the trade were Frank M. Hall, Denver, Col.; Horace W. Redheffer, Baltimore, Md., and Dr. H. Yokum, of G. W. & H. Yokum, Beverly, W. Va.

Congratulations have been showered on Carl Schnackenberg, druggist, of Eighty-first street and Broadway. The happy couple spent their honeymoon at the Pan-American.

Some seven hundred samples of drugs and preparations have been collected by the Board of Pharmacy to be examined as to purity and strength.

Mr. Schilling, head clerk of R. Burkhardt's pharmacy, at the corner of Greene avenue and Broadway, Brooklyn, has returned from a three months' vacation trip in Europe.

A recent incorporation is the Galen Pharmacal Co., of New York City, with a capital of \$25,000. Directors: Michael P. O'Connor, O. G. Faelker and C. W. Lewis, of New York City.

Hermans Bucan, who was formerly with the Mutual Drug Co., Twenty-ninth street and Third avenue, has recently opened a new pharmacy at Ninety-sixth street and Park avenue.

M. Katzman has opened a new store corner 122d street and Second avenue, and has his place handsomely fitted and well stocked. There was need for a store in this vicinity, and Mr. Katzman is likely to meet all requirements.

E. A. Sayre is back at his desk at Seabury & Johnson's. His two weeks' vacation included a trip to St. Louis, where he attended the meetings of the American Pharmaceutical Association.

A new drug store has been started at Greene and Waverly avenues, Brooklyn Borough, by the Lowe Brothers, who have been conducting a pharmacy successfully all summer at Far Rockaway.

A petition to have James F. Comerford, druggist, of No. 921 Columbus avenue, adjudged an involuntary bankrupt, was recently filed in the United States District Court by Schieffelin & Co.; claim, \$588.64.

A drug store in a location where one is quite a rarity—Broadway and Broome street—will shortly be opened by the Sherick Drug Co. Hegeman & Co. are said to have been located there some twenty years ago.

The Sanguinaria Remedy Co., of New York City, has been recently incorporated with a capital of \$25,000. Directors are Katharine S. Baxter, Merritt Corthell and L. H. Warner, of New York City.

Charles Roach is making extensive improvements in the appearance of his pharmacy on Eighteenth street, Brooklyn. The entire interior is to be renovated, new lights installed and other important changes made.

The Gould Witch Hazel Co., of New York City, was incorporated on October 5 with a capital of \$275,000. The directors are Julius F. Toussaint, Louis C. Hahn, Richard Van Hope, Lot C. Alston and De Barden Wilmot, of New York City.

Bovericke & Taefel, the well-known homeopathic pharmacists, have opened a new branch pharmacy at 634 Columbus avenue, near Ninety-first street, Manhattan, this making their third pharmacy in New York and tenth establishment all told.

New drug stores have lately been opened by F. B. Crouch, of Grand and Elizabeth streets, at 101st street and Broadway, and by Dr. F. H. Kaltenberg, who had conducted a pharmacy at Houston and Essex streets, at Third avenue and 161st street.

Andrew P. Preston, of Portsmouth, N. H., was among the visitors to New York City recently. Mr. Preston's salts have carried the name and fame of his Portsmouth store all over the United States, for this preparation is a standard part of the stock of train "butchers" all over the Union.

George J. Seabury, of Seabury & Johnson, is a vigorous Republican with the courage of his convictions. He was the first man in the city, so far as known, to place a heavy wager on the success of the fusion ticket, betting \$10,000 on even terms that Seth Low will be New York's next Mayor.

The recent prosecution cases numbered about twelve, but not one of them has as yet been tried in the proper court. All the parties accused, however, are under bail and awaiting trial in the Court of Special Sessions, and present indications point to some conclusion by about the last of October.

Guy R. P. Ellison, druggist in Lawrence, L. I., and formerly of the firm of Van Horn & Ellison, of 118 Park avenue and No. 765 Fifth avenue, Manhattan, has filed a petition in bankruptcy, scheduling liabilities amounting to \$30,332.45, and naming sixty-two unsecured creditors with no assets.

Charles Ricksecker, of the firm of Ricksecker Brothers, of 117th street and 129th street, Lenox avenue, has just concluded a pleasant vacation, spent partly at his old home in Canton, Ohio, where he attended the funeral of our lamented President, and partly in Buffalo, visiting the Pan-American Exposition.

The James drug store, 141st street and Seventh avenue, opened in early part of summer, now bears the name of E. P. Ferguson, who had been with Mr. James. The location, while in a new section, is a good one, and trade seems to be brisk, a fact due, no doubt, largely to the efforts of the new proprietor, who has the reputation of being "a live one."

No licenses have as yet been issued under the Eastern Section of the Board under the Costello Amendment to the law. The last examinations were held September 18 at the Brooklyn College of Pharmacy. Fifty-two candidates were present and twenty-three passed successfully. This percentage is rather smaller than usual.

Geo. E. Schweinfurth, of 866 Sixth avenue, who was appointed chairman of the delegation to attend the N. A. R. D. Convention by the Manhattan Association, was forced, on account of business matters, to resign, and he appointed Geo. H. Hitchcock, of the firm of Kellogg & Co., Fifty-eighth street and Sixth avenue.

Frederick S. Rice and Frederick A. Sherwood have transferred all of their interests in, and good will of, the Swedish Asthma Cure Co. to A. Thomas Hart, who will hereafter conduct the business under the name and style of Hart's Swedish Asthma Cure Co., at the old stand, No. 348 Ellicott square, Buffalo, N. Y.

A petition in involuntary bankruptcy has been filed against James F. Comerford, druggist, of 921 Columbus avenue, by Schieffelin & Co., creditors for \$588. It was alleged that he is insolvent, and on June 1 transferred the business to his sister, Gertrude T. Cockerill, for an existing debt. He has been in

business for eight years, and formerly had two stores on Columbus avenue.

S. H. Seeley, druggist, No. 4545 Third avenue, Manhattan, went to the Essex Market Court a few days ago to intercede for a man named Frank Hamilton, who was charged with being a suspicious person, and he was much surprised to find that the man, whose mother worked for him, had stolen his watch, the pawn ticket for which was found on him. The watch that Hamilton pawned for \$10 was an heirloom in Mr. Seeley's family, and he had offered \$50 reward for its return. Hamilton was held on a charge of grand larceny.

Bernard G. Kraft, of 125th street and Lenox avenue, believes the movement on foot for the formation of a co-operative buying club the best of all measures at present before the various drug associations for the improvement of trade conditions. He thinks, too, that when druggists get to buying together they will also pull together in other matters. Theo. L. Hepp, of 120th street and Eighth avenue, believes, however, that when druggists "get together" the millennium will come, though personally he is also in full sympathy with these movements.

A petition in involuntary bankruptcy has been filed against Alfred Beley, druggist, formerly at No. 918 Sixth avenue, corner of Fifty-second street, by the following creditors: Lehn & Fink, \$686; Chas. W. Purdy, \$145, and Melnecke & Co., \$78. It was alleged that he is insolvent; that on September 13 he transferred the business, valued at \$6,000, to S. V. B. Swann for \$3,250; that he paid out of the proceeds of the sale \$600 to H. J. Kelly, of Belmar, N. J., to prefer him, and \$500 to a Mr. Heller. Mr. Beley has been in the retail drug business for many years, and bought this store in March, 1898.

A new drug store, handsomely fitted out and decorated, will be opened at Flatbush avenue and Hawthorne street, Brooklyn, on November 1, by Jones & Valentine. The firm consists of A. M. Jones, who is already established at Sands street and Hudson avenue, and in Bath Beach, and J. A. Valentine, formerly with A. M. Jones and Louis S. Elckworth & Son, at Bridge and Sands streets. A novel and elegant feature of the new store, the location of which is in one of the best districts of Flatbush, is a soda fountain, the front and sides of which are of plate glass.

William H. Stenmerman, who had been the president of the Retail Druggists' Association, of Paterson, N. J., sent in his resignation to that body on October 4, at the same time mailing thousands of circulars to his customers, announcing that he would begin a policy of cut prices at his drug store. The resignation and this statement caused considerable excitement among the other druggists, and there is likely to be a lively fight on. In fact, the other druggists of the town now announce their intention of meeting his cut prices and treating him to some extra warm competition in that line.

Recent visitors to the city were: J. W. Childs, Austin, Texas; Abbott Cockerill, secretary of the Houston Drug Co., of Houston, Texas; Walter C. Nelson, Chicago; F. M. Allen, Denver, Col.; E. H. Ferguson, Louisville, Ky.; I. R. Read, of Parke, Davis & Co.'s Montreal house; Herbert Taylor, St. Louis; W. Van Antwerp, of G. Van Antwerp & Son, Mobile, Ala.; J. S. Brown, Cleveland, Ohio; Robert S. Wensley, of the Harshaw, Goodwin & Fuller Co., Cleveland, Ohio; H. M. Decker, of Riske, Decker & Clarke, Cincinnati; Dr. E. Z. Wanous, Rochester, Minn., and W. L. Morkell, manufacturing chemist, Buenos Ayres.

One of the young men in the Harlem drug trade is B. J. Lauer, of 130th street and Eighth avenue. Mr. Lauer is a Windy City boy, and therefore naturally thinks New York a trifle slow, and is fretting and fuming somewhat over the apathy of so many druggists to the burning N. A. R. D. problems, which he believes in thoroughly. Mr. Lauer came to New York direct from Chicago, and succeeded to his present business about a year ago, and although he apparently finds that even Chicago methods won't make a fortune in the drug trade at a jump, still he seems to be without a doubt holding his own.

Dr. Roubicek, of Eighth avenue, between 125th and 126th streets, who is well known to so many of the trade, says that the reports of the Board of Health for the district north of 110th street for the summer show the smallest returns for about six years. Mr. Roubicek believes fully in the advantages which would accrue from a combination of or common understanding between the retail druggists not only in regard to the questions in discussion before the N. A. R. D., but in such matters as abridged hours for business, free accommodations, etc. He cites as an example of pulling to-

gether the action of nearly all the retail grocers of Harlem in closing at 7 o'clock during the summer, thereby becoming, to a certain extent at least, absolved from the serfdom of labor, while the druggists, instead of being "professional" men, are worse off than the laboring men as to hours.

BACKES WANTS POSSESSION.

T. J. Backes, proprietor of the pharmacy on the southwest corner of Forty-fifth street and Broadway, has obtained an order from the Supreme Court to compel the Messrs. Sire, of the New York Theater, to show cause why he should not be given possession of the premises he had leased at the northwest corner of Broadway and Forty-fifth street. Last spring Backes leased the property from Henry Astor for a period of thirty years. He transferred his lease to H. O. Heuer, who transferred it to James B. Curran, said to be the representative of the Sires. Under the lease the Sires started in to build a theater, and a store in the new building was to be in readiness for Backes on October 1. So far only the excavations have been made, and Backes wants to know why the store isn't ready, especially as he may have to vacate his present premises on January 1.

Drug Swindler Convicted.

Samuel Slauman, the druggist, of No. 20 Second avenue, who was charged with receiving stolen goods, and whose name was erroneously printed "Flauman" in our report of the case in the AMERICAN DRUGGIST for September 23, page 191, was convicted of his crime on the 1st inst. The principal witness against Slauman was Edward Lang, who had pleaded guilty to stealing \$25.00 worth of drugs from Max Zeller, wholesale druggist, No. 37 Bowery. Lang turned the stolen property over to Jacob Solomon, another boy, who in turn placed the goods in the hands of Slauman. Lang told the jury that Solomon said he was commissioned by Slauman to get acquainted with boys working in drug stores. Solomon was then to induce the boys to steal and sell the stolen goods to Slauman. Solomon said he was to receive \$10 for each boy that he could induce to enter the scheme, and that the boys themselves who executed the thefts were to be well paid. Slauman, who denied that he had ever made such an arrangement with the boys, was remanded for sentence.

The Kings County Society.

The Kings County Pharmaceutical Society held its regular monthly meeting in the College Building, 329 Franklin avenue, Brooklyn, on October 8. President Oscar C. Kleine, Jr., presided, and F. P. Tuthill acted as secretary. The large attendance included those who were to leave that evening to be present at the N. A. R. D. meeting at Buffalo as delegates. Before the session, William Muir, as chairman, of the Building Committee, exhibited plans for the proposed new college building which the society intends erecting. After the election of two new members and the receipt of a number of applications, Dr. Peter W. Ray, as treasurer, read his report, which showed a balance on hand for the society of \$319.18, and for the college \$6,877.16. A number of minor changes were made in the constitution and by-laws, after which President William C. Anderson, of the N. A. R. D., who was present, spoke on the subject of the Worcester plan. The meeting then adjourned.

Dr. Henry Named Adjutant General.

The news of the appointment of Assemblyman Dr. Nelson H. Henry, of this city, as Adjutant-General of the State National Guard, will be received with satisfaction by all pharmacists who are familiar with the efforts that have been made in the past to secure increased recognition for the hospital stewards of the National Guard. Dr. Henry has always espoused the cause of pharmacy in measures pending before the Legislature, and it is hoped on all sides that he will give his support to the claims of the pharmacists in the National Guard for promotion to commissioned rank. Dr. Henry first entered the State service as an assistant surgeon of the grade of first lieutenant, Twelfth Regiment, March 16, 1883. By June 23, 1888, he had been promoted up to surgeon and major. On June 23, 1893, he was made Assistant Surgeon-General, S. N. Y., with the rank of colonel, and was honorably discharged on April 25, 1895. At the outbreak of the Spanish-American war Dr. Henry was made surgeon of the National Guard with the rank of colonel, and later major and chief surgeon of division, United States Volunteers. At the close of 1898 Dr. Henry went back again to the staff of Major-General Roe.

WESTERN NEW YORK.

Good Health and Good Business Continue—The Erie County Association Active—The Board Grants Licenses.

(From our Regular Correspondent.)

Buffalo, October 8.—There is a continuation of the good report from the Buffalo retail drug trade. Pan-American business with this branch has been much better than was expected, though there has been no disorder of any sort demanding medicine. Buffalo has made good its claim regarding healthfulness, and yet the drug store is more of a necessity than ever before. Health Physician Wende is pleased to find that his prediction of a smallpox scare has not come true. It was too bad, his constituents think, that he felt obliged to make such claims in order to obtain a better pest house, especially as he failed even then.

THE ERIE COUNTY PHARMACEUTICAL ASSOCIATION

held a special meeting on the 4th and took important action. The monthly dues of \$1, which has been exacted since the war on cut prices was opened, were reduced to 50 cents, as the expense was something of a burden to some members of the trade. The rule providing for salesmen's cards was suspended, as it does not appear to be popular. When the increased dues went into effect it was provided that traveling salesmen should not be recognized in the drug trade without a monthly card showing them to be in good standing, and not given to cutting prices. It being found that only two delegates could be sent to the annual meeting of the N. A. R. D., and as R. K. Smither and J. A. Lockie had already been appointed, the meeting added P. M. Lockie and S. A. Grove as alternates. Considerable work is being expended on the entertainment that the association and the city drug trade generally is to give the National Association. It is to be on the 11th, and will consist of musical and vaudeville specialties by local talent, followed by a light lunch.

WORK OF THE BOARD.

Two meetings of the Western branch of the State Board of Pharmacy were held during September. On the 18th a large list of candidates was examined, and at Batavia on the 25th the board considered and granted seven druggists' and three pharmacists' licenses and three dealers' permits. Four druggists' licenses and five pharmacists' licenses were denied, as the candidates failed to pass the required examinations. Following is a list of the licenses granted:

Druggists—C. J. Englehardt, G. W. Houston, A. A. Chisholm, E. E. Joslyn and W. E. Johnson, of Buffalo; O. S. Salisbury, of Wilson, and A. C. Campbell, of Mittenague, Mass.

Pharmacists—R. H. Dentler, of Hagerstown, Md.; R. D. Janke, of North Tonawanda, and W. C. Fehrman, of Buffalo.

Permits to merchants in small places, where there are no drug stores, to sell certain drugs and preparations—C. P. Corwin, of Olcott; William H. Collins, of Newfane, and C. J. Mack, of Reynales Basin. The meeting was held at Batavia in compliment to the Batavia member of the board, E. M. Jewell.

THE VINOL CLUB.

The annual outing of the Vinol Club, held in Buffalo on the week of October 1, was not only the usual grand roundup of the druggists who represent the Vinol Co. directly throughout the country, but it was at the close a business body that made itself the subject of wide discussion, outside of drug circles as well as inside. A note on the club appears elsewhere in this issue.

BUFFALO NOTES.

E. J. Liebetrut, of Buffalo, who has maintained two drug stores on Genesee street some time ago, is preparing to discontinue the Eastern one.

The Diehl drug store, near the Genesee Hotel, Buffalo, is to be closed before long, as it stands on leased land, and the property cannot be released. It is expected that the store will be moved to some other site.

Buffalo druggists are doing quite well in politics. Though no member of the profession was selected for Mayoralty candidate, though there were two in the list, Thomas Stoddart was nominated for city Councilman by the Republicans and Nell McEachren was renominated for Alderman by the same party, beating White, the old down town boss, who had moved into McEachren's ward for a new field. Both McEachren and Stoddart are pretty sure of election. The latter was not a candidate for the office, and is especially pleased to have it come to him unsought.

MASSACHUSETTS.

The Alumni Association Plans for Winter Meetings—Adulterated Drugs—Charles E. Bardwell Recommended for Membership on the Board.

(From our Regular Correspondent.)

Boston, October 9.—The officers of the Association of the Alumni, M. C. P., have just completed arrangements for a series of winter meetings. The first will take place on the 16th of this month, and will be a reception to the members of the Woman's Club, M. C. P. There will be an entertainment, including music and refreshments. Another meeting will take place November 19. This will be a stag party, and will be a reception to the members of the junior class. On January 17 the members of the trustees and faculty will be tendered a reception, and the concluding meeting of March 22 will be a reception to the members of the senior class. All of these meetings will be held at the college building, and the officers hope to awaken a lively interest, not only in the organization, but in the college as well.

WORK OF THE STATE BOARD OF HEALTH.

The last report of the State Board of Health shows that during August samples of the following drugs were found to be adulterated. Aqua Destillata, Glycerinum, Liqueur Calcis, Oleum Olivæ, Opli Pulvis, Potassil et Sodii Tartras, Spiritus Aetheris, Nitrosi, Tinctura Ioda, Tinctura Opli. The board has been making a quiet investigation, with reference to the use of arsenic in manufactures, and finds little, if any, ground for invoking the power of the law of 1900 on this subject. The law provides that there shall not be in dress goods or other articles of dress more than one one-hundredth of a grain to the square yard, or in other materials or articles more than one-tenth of a grain to the square yard. Little arsenic is now used in dyeing or coloring wall papers, as compared with the amount employed ten years ago.

RESOLUTIONS REGARDING THE PRESIDENT'S ASSASSINATION.

At the time of President McKinley's death the Executive Committee of the M. S. P. A., M. C. P., B. D. A., Druggists' Alliance, Apothecaries' Guild and Connecticut Valley Druggists' Association, held a joint session and adopted resolutions of sympathy with the bereaved widow, and recommending that all druggists close their stores on the afternoon of the day of the funeral. The closing request met with general compliance.

MR. BARDWELL RECOMMENDED FOR MEMBERSHIP ON THE BOARD.

A delegate from the M. S. P. A. called on the Governor last month to present the names of candidates for the place of John A. Rice on the Board of Pharmacy. The names of Charles E. Bardwell, Holyoke; Henry Adams, Springfield, and George Clark, Northampton, were submitted. President Heinritz had charge of the committee. He spoke first, and was followed by Messrs. Curran, Bartlet and Hubbard. The committee was much pleased with the attitude of the Governor, who took the matter under consideration. It is thought that Mr. Bardwell will be the successful candidate.

CITY JOTTINGS.

William H. Stone, of the American Soda Fountain Co., is away on a Western business trip.

C. P. Flynn, of Andrew square, South Boston, has just returned from a pleasant outing at Buffalo.

Edward S. Hanson has left S. A. D. Sheppard's, Washington street, to devote his time to the work at the M. C. P.

The windows in the store of R. Fabery, 272 Tremont street, were recently smashed by fire engine horses while the engine was on the way to a fire.

Gordon Parker, corner of Springfield and Tremont streets, and L. A. Epstein & Co., Summer street, have recently purchased hot soda outfits from James W. Tufts.

Hubbell & McGowan will soon open their new store, corner of Huntington and Massachusetts avenues, and will run it in connection with their Washington street establishment.

William T. Bell, Ph.G., M.C.P., 1901, is now located in Portland, Maine. He was visiting friends in this city last month and seemed very happy over the prospect of becoming a benedict about October 15.

PENNSYLVANIA.

The Tripartite Plan in Philadelphia—Failure in New York Not a Surprise—The College Opens with a Good Attendance.

(From our Regular Correspondent.)

Philadelphia, October 9.—The announcement that the agreement entered into by the manufacturers, wholesalers and retailers of New York City to stop the cutting of prices on patent medicine has proved a failure did not create any surprise in the city. This anti-cut-rate plan went into effect in Greater New York several months ago, but those who were close to the heads of the retail drug association were convinced that it would not be successful, as a few druggists refused to enter into the plan. In speaking of the failure a high official of the N. W. D. A. said the tripartite plan has met with more success in the West than in the East, and many of the towns west of Philadelphia have been greatly benefited by it. It was not expected that the association could make much headway in New York, as there were over ninety druggists and jobbers who refused to enter into the plan and continued to sell their goods at cut rates. In such cities as Detroit, Minneapolis, St. Paul, St. Louis and Pittsburg nearly all the druggists have been brought into line, and the large cutters have joined with the other houses and advanced prices. In this city, owing to the refusal of one large retail druggist, there has not been the headway that was expected to be, although the retail association has made a good fight, and it is in a stronger position now to push the scheme than ever before.

COLLEGE NEWS.

At the annual meeting of the trustees of the Philadelphia College of Pharmacy R. M. Shoemaker and E. M. Boring were re-elected trustees. Charles Leedom was re-elected in place of F. W. E. Stedem. The Nomination Committee nominated Messrs. Funk, Rumsey and Leedom, but Messrs. Funk and Rumsey withdrew and left Mr. Leedom a clear field. The new term of the Philadelphia College of Pharmacy opened up at the beginning of the month, and it promises to be the largest in the history of the college. So far it numbers twenty matriculates ahead of the previous class.

On September 24 W. W. Burk, senior member of W. Burk & Co., was severely injured in a wreck at Raritan, N. J., which has confined him to his bed ever since. Mr. Burk was on his way to New York, and, owing to the wreck at Beth Ayres on the Philadelphia and Reading line, the train had to take a roundabout route via Bethlehem and over the Jersey Central tracks to New York. He was severely cut, and was picked up in an unconscious condition, brought home, and has been confined to a dark room suffering from concussion of the brain, and it is thought that it will be some weeks before he will be able to attend to his business.

DOCTORS CONDEMN PATENT MEDICINES

The fifty-first annual convention of the Medical Society of the State of Pennsylvania was held in this city September 23. Considerable time was devoted to the discussion of the use of patent medicines instead of those prescribed by medical advisers. The Committee on Pharmacy, through Dr. Harry H. Whitcomb, of Norristown, presented a lengthy statement arraigning the growing practice of purchasing patent medicine and medicinal tablets from druggists and accepting their recommendations instead of the advice of medical practitioners. The committee also urged the passage of a State law which would prevent those well able to pay from securing free medical attendance and free medicine at the dispensaries.

PHILADELPHIA NEWS NOTES.

W. P. Lutz, a former clerk with Mr. Pennypacker, at Fifth and Callowhill streets, has purchased the store at Eighth and Oxford streets from Oscar Sprissler.

Schandeln & Lind, manufacturers of Garwood Perfumes, who recently moved from Fifth and Arch streets to 208 North Fourth street, occupying the three upper floors, have now added the first floor and basement to their space. They have also opened an office in the Morton Building in New York City. This is due to the increased amount of business they are doing.

Walter F. Ware now occupies the whole of the building, and has started up his factory for the manufacture of all styles and grades of elastic hosiery, abdominal supporters and suspensory bandages. It is a new innovation, and Mr. Ware has imported all his machinery for this purpose. He has also bought a new patent abdominal supporter, he saying it being superior to most others and less expensive.

ILLINOIS.

Off for the Conventions—New Quarters of the Drug Trade Club—Programme of the Bowlers.

(From our Regular Correspondent.)

Chicago, October 9.—The approaching national conventions are receiving considerable attention, and there threatens to be an exodus of well-known druggists and men connected with the drug trade generally. To-morrow several special cars will start for Detroit carrying delegates to the N. A. R. D. meeting at Detroit. The train will start at 6 p. m., and special cars will be added for the benefit of the delegates. Among the well-known druggists who are to go are Messrs. Gale, Wooten, Straw, Graves and Bodemann. There will be many others, but, owing to the pressure of work at Mr. Wooten's office, it has been impossible to get up a list. Saturday at 1 p. m. a special car will start for the N. W. D. A. Convention at Old Point Comfort. This car is in charge of Mr. Romaine Pierson, of the AMERICAN DRUGGIST. It will travel via the Big Four and Chesapeake & Ohio, and will reach Old Point Comfort at 6.30 p. m. Sunday evening. The following delegates have already reserved accommodations on this car, and others will, no doubt, join the party later:

Mr. and Mrs. Gideon D. Searle, Charles E. Matthews, Harold Sorby, Harry Skillman, Detroit; Mr. and Mrs. Bahnsen, Rock Island; L. L. Pope, Cleveland; W. Howard Ogborn, Cincinnati; F. Dohmen, Milwaukee; Romaine Pierson.

NEW QUARTERS OF THE DRUG TRADE CLUB.

Chicago Day, October 9, the anniversary of the great fire that all but destroyed this city in 1871, is to be commemorated this year by the opening of the rooms of the Drug Trade Club. The rooms are over the Bismarck Restaurant, and when they are thrown open the members will be given a treat and a surprise. From the stained glass windows to the electric light fixtures everything is in perfect taste, and speaks well for the good judgment of those who have made the selections. The ceiling and walls are divided into panels, in each of which there are attractive decorations. The wainscoting is of matting of a very attractive design, and in some of the spaces are art panels in bronze. In the front part is a writing and smoking room and telephone. Back of that is the dining room, where chefs in the Bismarck kitchen will cater to the wants of the members of the club. The waiters are to be paid a regular amount, and it will be a penitentiary offense to give tips. The designs for this remarkable room were exhibited at the Paris Exposition, and are now put to practical use for the first time.

PROGRAMME OF THE BOWLERS.

The coming winter is to be a lively one among bowlers connected with the drug trade. Preparations for the regular meetings are already under way. A meeting of the Chicago Drug Trade Bowling Club has just taken place and organization has been effected. These officers were elected: President, C. A. Storer; vice-president, A. Bauer; captain, George A. Thomas.

There were only two vacancies in the club, one of which was caused by the death of Mr. Armstrong. These were filled by the election of O. W. Schmidt, of Fairchild & Co., and J. G. Reber, of the J. W. Sefton Manufacturing Co., to the vacancies. The club is divided into two factions, the "soft shells" and the "lobsters." Each collection of crustaceans feels confident of winning the pennant for 1902. In the business league, the White Sox of the local bowlers, there is also a great deal of activity. There will be eight teams from the drug trade this season in the matches.

CHICAGO NEWS NOTES.

The stockholders of the Searle & Hereth Co., at their meeting last week, presented A. T. Eastman with a very fine Morris chair.

Charles F. Kade, general manager of the M. Winter Lumber Co., Sheboygan, Wis., was in Chicago on the 7th on business for the firm.

William S. Stone, advertising manager for the American Soda Fountain Co., with headquarters at Boston, has been with us for the last week looking up material at the branch here, from which to make up his copy for the coming year. Mr. Stone will go from here to St. Louis, and before his return to the cultured center will inspect the Philadelphia and New York offices.

MISSOURI.

The Last of the A. Ph. A. Meeting—Memorial Session in Honor of W. S. Thompson.

(From our Regular Correspondent.)

St. Louis, October 7.—The sixth and last general session of the A. Ph. A., better known as the "social session," was held in St. Louis on the evening of September 25. President H. M. Whelpley called the association to order. In the absence of the general secretary, W. L. Dewoody, of Pine Bluffs, Ark., was appointed secretary pro tem. The president read a telegram announcing the sudden death that morning of W. S. Thompson, chairman of the council. A memorial session followed in which Dr. O. F. Claus, Dr. J. C. Falk, Francis Hemm, H. F. A. Spilker, W. L. Dewoody and L. A. Seitz paid tribute to the memory of Mr. Thompson, who took such a prominent part in the St. Louis meeting, and who made many friends among the local members.

No further business being presented, the association adjourned to meet again at Philadelphia in September, 1902.

CITY NEWS.

R. C. Crooks has opened a new drug store at St. Louis and Arlington avenues.

Dr. H. M. Pettit, a prominent druggist, of Carrolton, Mo., is spending a week in this city.

The St. Louis College of Pharmacy opened on Monday, September 30, with an enrollment of 200 students.

R. S. Vitt and Theo. F. Hagenow have left for Buffalo, N. Y., to attend the annual meeting of the N. A. R. D.

The Retail Druggists' Saturday Night Club will hold a banquet at the St. Nicholas Hotel next Saturday night.

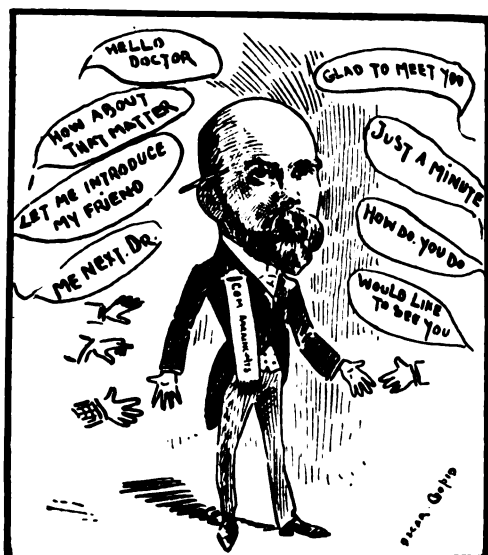
The Doehring-Brenner drug store has been moved from Fifteenth and Monroe streets to Lee and Neustead avenues.

Francis Hemm has taken charge of his brother's two drug stores in Kirkwood. His brother, Louis P., has gone to Arizona to recuperate his health.

Frank L. E. Gauss, for the past few years in charge of the local office for the Searle & Hereth Co., has been called to the headquarters in Chicago, and placed in charge of all the branch offices.

The drug store at 3000 Olive street has been purchased by a stock company. J. H. Bluem and H. Kalbfleisch are the principal owners. Mr. Kalbfleisch will be manager of the store.

The Alumni Association of the St. Louis College of Pharmacy will open their scientific season on the evening of the 15th with a lecture by Dr. H. M. Whelpley, entitled "A Trip through the Mammoth Cave," illustrated with stereopticon views. Following the lecture a banquet to the members and their ladies will be held at the college.



Our Artist's Impression of Dr. H. M. Whelpley in His Capacity as Local Secretary of the A. Ph. A.

THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.



W. B. BERRY.

Traveling representative of the James W. Tufts Branch of the American Soda Fountain Co., Boston, Mass.

The above likeness is that of W. B. Berry, representing the James W. Tufts branch of the American Soda Fountain Co., for Maine, New Hampshire, Vermont, New Brunswick, Nova Scotia and Cape Breton. He is a son of the sea, for he was born off Cape Horn aboard the ship "Washington," December 23, 1866. At the age of 16 he engaged in the insurance business at Gardiner, Me., and later purchased a half interest in an established business. Subsequently he became possessed of a desire to follow Horace Greeley's advice to young men, sold out his business, and went to Omaha, Neb. At first all was not "a bed of roses," but he finally settled in South Omaha and engaged in the insurance, loan and real estate business. In this his firm prospered, laying out a large tract of land into 108 lots and erecting 57 large buildings, including one large business block, and having charge of some 400 buildings. In 1893 his health failed and he sold out his Western interests and came East. When he recovered his health he secured a position with Mr. Tufts, and since that time he has had the good fortune to greatly advance the business of his firm in the territory which he covers. Mr. Berry's is a genial disposition, which always assures him a hearty welcome from his customers.

E. Hodgkiss, of Amsterdam, N. Y., who has lately been connected with the Agnew Pharmaceutical Co., of Philadelphia, has taken a position as traveling salesman for the William S. Merrell Chemical Co., of Cincinnati. Mr. Hodgkiss will cover a district comprising ten counties in Central New York.

Boston.—Rudolph Wirth has again been sending Hub orders to E. Fougere & Co., of New York.

Gen. N. W. Day went the rounds of the city stores recently soliciting business for Schieffelin & Co., of New York.

W. R. McMilley has been representing McKesson & Robbins, of New York, with much success.

J. C. Morton is the latest sponge expert. He was taking orders for Huneke Bros., of New York.

Dr. H. V. Weaver represents Lehn & Fink in this vicinity, and recently booked much business for that concern.

Mr. Delehanty was here a short time ago in the interest of the Duquesne Distilling Co.

J. Manheimer recently talked up the goods of Manheimer & Eben with much success.

Donald Wilson knows all about essential oils, and also how to obtain orders for them for W. J. Bush & Co.

Buffalo.—J. M. Baird is back again in the interest of the vanilla and other specialties of the Charles E. Hires Co., having spent the latter part of September in Buffalo.

Thomas M. Curtius, better known as a New York merchandise broker, is also a salesman in the drug trade as part of his specialty, and has just closed a good stop-off in Buffalo.

F. C. Moore, who covers the Buffalo drug trade in the interest of the R. Hiller's Son Co., began October on the spot, and was able to do his usual good business.

Arthur C. Stallman, son of the head of the Stallman & Fulton Co., is due in Buffalo on his regular round selling the specialties of the company.

A comparatively new man in Western New York is Louis Austin, who is covering the Buffalo drug and confectionery trade in the interest of the Young & Smylle licorice house.

C. F. Oddie, who is also rated as a new salesman, has just looked in on the Buffalo druggists in the interest of the essential oils, etc., of A. A. Stilwell, doing a good business.

W. B. Robeson, who covers this territory three or four times a year as general agent of the New York importing house of Antoine Chirib, is spending the second week of October in Buffalo.

The Merck Co. sends, as usual, its trusty salesman, R. L. Tye, to this trade center, with its lengthy trade list. He was in the city early in October doing his usual good business.

Philadelphia.—Dr. Flegenheimer, of the Seven Springs Iron and Alum Mass, of Richmond, Va., is doing detail work among the physicians and druggists of this city, and is making a good impression both for himself and firm.

Geo. N. Kunze, who represents Kutroff, Pickhardt & Co., of New York, recently paid us a brief visit.

The Albany Chemical Co. is ably represented in this territory by Mr. Prichard, who is very attentive to the trade.

G. B. Martin, a drug broker, of Gotham, called on many druggists lately, and took some nice orders away with him.

I. Marshutz, representing the American Thermo-Ware Co., of New York, is showing some nice goods in the thermometer line.

Sayo Mint Jujubes are continuing to go here, due largely to the persistent efforts of Fred. Fenno, who has been with us again.

R. W. Phair, of R. W. Phair & Co., of New York, in tow of C. M. Nichols, of David Green & Co., also of New York, has been busy taking orders in Philadelphia, and left in a happy frame of mind.

It would not do to leave Rudolph Wirth out in mentioning the names of our New York guests. Yes, he has been with us again, and we added our mite to his happiness by giving him our orders.

A. B. Wellson, of the Stallman & Fulton Co., has just returned from a regular trip to Boston.

Owing to the prevalence of small pox in certain sections of the city there has been a big demand for vaccine points, and the druggists in this city are doing a good business in the sale of these goods. In the northern section there is quite a small pox scare, and the vaccine houses have their agents here at work. Mr. V. Lindirmuth, representing Dr. H. M. Alexander & Co., has been here for several days, and has done a thriving business.

Cincinnati, September 20.—"Deacon" Roach, who represents William R. Warner & Co. on the road, was here last week.

Jake G. Blitz, who books orders for the J. Elwood Lee Co., is expected here in a short time.

Max V. Fuchs is back from a short trip to the South. He did a land office business in sponges and chamols.

Clint. Browning is back on the road again for Benton, Meyers & Co., after a delightful visit to his old home in Maysville, Ky.

John Fleming Christian and Frank Pike, two well-known hustlers in the employ of Sharp & Dohme, were in town last week.

Bart Whittaker, who takes orders in this vicinity for Lloyd Brothers, spent last Sunday at his home in Covington, Ky.

Chicago.—G. W. St. Clair, Western man for Johnson & Johnson, is swinging round the circle in the East Central States in the interests of his employers. He will visit Pittsburgh, Cincinnati, Toledo and numerous other cities.

William R. Warner, Jr., has just put in several days interviewing A. E. Remick, manager of the Chicago branch, and the other men who are working in the company's interests throughout the West.

Alexander Harris, the hustling Chicago man of Johnson & Johnson, is just recovering from an attack of appendicitis. Mr. Harris says he has to be a little careful how he moves, but that will not interfere with his ability to corral orders.

C. B. McCall, who looks after the interests of Wm. R. Warner & Co. in the Twin Cities, was at the office of the Chicago manager for a few days recently.

Parke, Davis & Co. have put on a new man to do work among physicians in Chicago. His name is Dr. George A. Galliver, and as he is a physician it is believed that he will be eminently successful with other members of the profession. He will also look after some of the scientific work.

Guest (to hotel clerk): "That gentleman who just registered is a commercial traveler, is he not?"

Clerk: "I think not."

Guest: "Why?"

Clerk: "Because he didn't damn the pen and ask me where in — we raised such ink."

Those pharmacists who know the value of a line of strictly high grade confectionery as a profitable and attractive adjunct will appreciate the handsome catalogue of holiday fancy goods just issued by C. F. Gunther, of Chicago. It is claimed by this house that it has the finest, largest and most up-to-date line of novelty fancy boxes and baskets in the United States, and that, as nearly all of the fancy goods are manufactured expressly for them, they are therefore exclusive designs, not to be obtained elsewhere. These baskets and novelties may be had either empty or filled, and the wise druggist is the one who makes the best showing in this class of goods early in the season. Mention this paper when writing.

The continued success of the Brilliant and Halo pressure lamps, of which the Brilliant Gas Lamp Co., of No. 42 State street, Chicago, are the sole manufacturers, has resulted in the placing on the market of a number of spurious imitations and infringements of the original, so that it will pay purchasers to deal direct and to see that each lamp has the company's stamp. It is held that the phenomenal sales of the Brilliant lamp during the four years it has been on the market are due to its simplicity, perfect operation and its never failing to give satisfaction or to do as represented. The manufacturers claim that it gives more light, burning a quart of gasoline in eighteen hours at three cents, than lamps burning a gallon of kerosene at ten cents in the same time. Mention this paper when writing.

The American Soda Fountain Co., of Boston, make a specialty of hot soups for winter fountain trade, and how you can let the trade for it go to your neighbor once you have seen the attractive triple soup tureen and tray is hard to understand. Tufts' soups should be served very hot, in dainty china cups, and at five cents per cup it is a catchy novelty. With every order of soup there are enclosed a few posters, so that your trade will know you keep it. Tufts' soups became quite popular last season, and there is bound to be a bigger call the coming season. Mention the AMERICAN DRUGGIST when you write to the American Soda Fountain Co., Boston, Mass., for literature.

The front cover of the handsome new booklet on "Hot Drinks," published by the American Soda Fountain Co., Boston, would attract attention by its effectiveness, even if the contents were not as readable as they are. It represents a young lady in bright red using her fur muff to partially conceal her features, while the steam from a soda fountain wreaths about her graceful figure. The letter press of the booklet and the quaint little cuts are as clever as they are convincing, while the photographic reproductions of the new hot soda fountains must make the average druggist's mouth water for them. Some of the new styles shown are the "Yedo," the "Ezo" and the "Equator." They are all handsome and on graceful lines.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, October 12, 1901.

THE market during the past three weeks has been for the most part characterized by a decided firmness and most of the changes which have been made have been in the direction of higher prices. Quinine is decidedly firmer, in sympathy with the improved conditions obtaining at the last sales of bark, both in Amsterdam and in Batavia. Opium continues to be very dull and exhibits marked evidences of weakness both in Smyrna and in the London and New York markets. The volume of trade transacted has been fairly satisfactory, though it has been limited to jobbing quantities. It is possible that one of the reasons for the lack of speculative interest lies in the fact that many of the leading spirits in the drug market are interested in the meeting of the National Wholesale Druggists' Association, which will take place at Old Point Comfort next week, and there is a natural indisposition to engage in any speculative undertaking which might require close supervision during next week. While a comparatively large number of changes in prices have been recorded, they have been for the most part merely fractional. Details of the changes appear below.

HIGHER.

Senega root,
Stearic acid,
Canada balsam fir,
Nutmegs,
Balsam tolu,
Castor oil,
Wintergreen oil,
Peppermint oil,
Canary seed,
Rape seed,
Hemp seed,
Tragacanth,
Shellac,
Colchicum seed,
Refined sulphur,
Oil of bay,
Gamboge,
Belladonna leaves,
Cantharides,
Beeswax,
Crude brimstone.

LOWER.

Balsam Peru,
Oil of bergamot,
Oil of lemon,
Anise oil,
Cubeb berries,
Hypophosphites,
Citric acid,
Cinchonidine,
Oil of sweet almonds,
Caffeine,
Golden seal root,
Camphor,
Cacao butter,
Manna,
Oxalic acid,
Opium,
Calendula flowers.

DRUGS.

Balsams.—Copaiba is obtainable at 35c to 37c for Central American and 45c to 47c for Para. Competition between dealers is keeping prices down very close. Fir. Canada, is in limited supply, and very firm at \$3.65 to \$3.75, which is an advance over our previous quotations. Oregon is also firm at 75c to 85c. Tolu has likewise advanced, and is very firm at 33c to 35c, with indications of a still further advance unless some unknown stocks should be thrown upon the market. The statistical position of the drug, both here and abroad, is very strong. Peru is quiet but firm at \$1.30 to \$1.35.

Cacao butter has declined at 35½c to 36c for bulk and 40c to 42c for cake in boxes.

Caffeine has been reduced to \$4.25 to \$4.50, in sympathy with foreign markets.

Cascara Sagrada is still reported as being in short supply on the Pacific Coast, and the local market is firm at 5c to 7c, though no large transactions are reported.

Castile Soap is very scarce on the spot, and firmly held at 10¼c, ex-store.

Castor Oil has advanced under the impetus of improved demand, being quoted at 13c to 15c in bbls., and 12½c to 13½c in cases for No. 1.

Coca leaves are reported as very strong on the Western Coast, and as a consequence local dealers are somewhat firm in their views, but quotations remain unchanged at 23c to 25c for Truxillo and 32c to 35c for Huanuco.

Cocaine is in active demand at \$5.50 to \$5.70 for bulk.

Cod liver oil is firmer under improved consumptive demand, at \$21.00 to \$23.00 for prime Lofoten oil.

Colocynth apples are dull and unchanged at 36c to 42c for Trieste, and 15c to 16c for Spanish.

Cubeb berries have declined to 11½c to 13c for whole, and 14c to 15c for powdered.

Cuttlefish bone is very firm abroad, but no improvement has been observed in spot quotations, which remain at 21c to 22c for Trieste, 80c to 85c for jeweler's large and 45c to 47c for small.

Ergot is stronger abroad. New crop, Spanish, has reached this market, however, and is offering at unchanged prices of 41c to 42c for German and 43c to 44c for Spanish.

Lycopodium is higher abroad, but on the spot no change is recorded, the ruling quotations remaining at 52c to 53c for ordinary and 54c to 55c for Politz.

Manna has declined to 30c for small and 80c for large flake.

Menthol, after a temporary weakness, has become steadier, and the market shows somewhat of an upward tendency.

Morphine quotations are unchanged, at \$1.85 to \$1.95, in ounce vials, but it is stated that the competition between manufacturers is so active as to have led to some concessions in special cases.

Opium has declined to \$3.12½ to \$3.15, as to size of order. The demand is wholly limited to jobbing quantities. The cables indicate that little or no business of any kind is going forward in Smyrna, the market there being dull, with an easier tone.

Quinine has improved decidedly in demand during the past few days, and it would seem as though consumers had been compelled to at last come into the market and supply their wants after having held off for some time, pending a possible unfavorable turn in the market. The last scale of bark at Amsterdam showed an advance of nearly 10 per cent. in the prices for bark, much to the surprise of the prophets of the drug trade. At the Batavia auctions also an advance in price was reported. As a consequence there is general improvement in the feeling on the subject. The ruling quotations at the close are 27½c to 28c for German and 26½c to 27c for Java.

Thymol is somewhat unsettled, prices ranging at \$2.95 to \$3.95, though it is intimated that the lower quotations are made solely with a view to influencing the market.

Tonka beans are in rather scant supply, and firm at 80c to 85c for prime Angostura, 50c to 52½c for crystallized Surinam, and 30c to 33c for Para.

Vanilla beans are in fairly steady demand at \$8.00 to \$13.50 for whole Mexican, \$7.50 for prime cut, and \$4.75 to \$7.50 for Bourbon. This latter variety appears to be becoming more popular among consumers.

CHEMICALS.

Arsenic is quiet at 3¼c to 4c for white and 7c to 7½c for red. Very little business is reported in either variety.

Brimestone, crude seconds, has been advanced to \$23.50 for spot, while \$22.50 to \$22.75 is asked for shipments.

Oxalic acid is unsettled, at about 5¼c to 5½c.

ESSENTIAL OILS.

Anise has been reduced to \$1.30 by some holders, though a shade under that figure would still be accepted.

Bay has advanced to \$2.50 to \$2.60 for bulk and \$3.45 to \$3.50 for bottles.

Bergamot has been marked down to \$1.90 to \$2.10, in sympathy with the position in primary markets.

Cassia is fairly steady at 70c to 75c, with sales at a shade under that figure.

Lemon is easier at 85c to 95c, as to brand and quality.

Lemongrass is in very light supply and has been marked up to \$1.87½ for native and \$2.15 for redistilled.

Peppermint appears to be in a very strong position, advises both from New York State and the Michigan territory indicating very firm market at the sources of supply. The Western crop is said to be under the control of a syndicate, who name \$1.60 as the inside quotation for Western bulk in cans. For H. G. H. \$1.90 is asked by the bottlers, and it is stated that small supplies can be had at \$1.85 from second hands.

Safrol has been reduced to 35c to 40c, as to quantity, at first hands.

Sassafras is in strong position, and holders in the country are very firm in their views. On the spot we still quote 39c to 40c for natural and 30c to 31c for artificial.

Wormwood has been marked up to \$5.25 and is firm at that figure.

GUMS.

Aloes is in fair jobbing demand at 3¼c to 4c for Curacao, 6c to 6¼c for cake, and 20c to 20½c for Socotrine.

Arabic.—There have been some indications of weakness in the market, and current quotations, which are from 13c to 15c for sorts up to 45c to 50c for first picked, could probably be shaded on a firm offer.

Beeswax is in scant supply, and strong indications of an upward tendency are observable from sources of supply. As a consequence local holders have advanced their prices to 30c to 31c for ordinary crude, and 32½c to 33½c for selected.

Camphor has declined to 57c for domestic in bbls., and 57½c in cases. Very little business is being transacted.

Carnauba wax has declined to 12c to 13¼c for No. 3, 15c to 16c for No. 2 and 17¼c to 21c for No. 1.

Chicle is dull and neglected, though for prime goods 34c to 35c is demanded for new, and 36c to 37c for old.

Gamboge is in very light supply, and holders are very firm at 55c for Pipe. Powdered is correspondingly firm at 60c to 62½c.

Guaiac is selling freely at 13c to 15c in small lots.

Myrrh is very strong at 15c to 30c., and in active demand.

Shellacs are very firm, and D. C. grades have been advanced in price.

Tragacanth is in active demand, and the higher grades have advanced in price, owing to a scarcity in these particular grades. White Aleppo is quoted at 65c to 67½c, with an upward tendency.

ROOTS.

Ginseng is in active demand and firm at \$3.50 to \$4.00 for Southern and \$5.00 to \$6.00 for Northern.

Golden seal has sold at 55c, but there are no further takers at these figures, and it is reported that supplies can be had at 54c to 55c.

Ipecac is firmly held at \$2.70 to \$2.80 for Rio and \$1.60 to \$1.70 for Carthagena. The export tax on the Carthagena root has been fixed at 3 per cent. ad valorem, but seems not to have affected materially the prices of holders in this market.

Mandrake is very firm at 4c for round lots and 4½c to 5c for jobbing quantities.

Orris is quiet, but fairly firm, at 5c to 6c for Verona and 8c to 11c for Florentine.

Sarsaparilla, Mexican, is quiet, at 7c to 7¼c for jobbing quantities.

Senega has advanced sharply and is very firm at 55c to 57½c for Western. The principal holders in the West have asked even more than this for their stock and feel confident of their ability to command their own figure a little later in the year. Locally, but little business is reported.

Snake, Virginia, is fairly firm at 42c to 44c for old stock, but fresh stock is offering at 40c to arrive.

SEEDS.

Anise is firm at 10c to 10½c for Italian and 5½c to 6c for German.

Canary has been marked up to 2½c to 2¾c for Smyrna, and Sicily remains unchanged at 2½c to 2¾c.

Caraway, Dutch, has declined to 5c to 5¼c, in sympathy with the primary markets.

Celery is easier, though prices remain unchanged at 7c to 7½c.

Colchicum is improving in position, and has been advanced to 45c on the spot, in sympathy with the conditions in Trieste, where the supplies are very scant.

Mustard, German, is lower at 3c to 4c for brown, and 4c to 4½c for yellow. California yellow is a shade easier at 4¼c to 5c.

Poppy has advanced to 6c to 6¼c, the reports from Central Europe being indicative of a probable short crop.

Rape has advanced to 3½c to 3¾c for German on account of scarcity on the spot.

HINTS TO BUYERS

An interesting and instructive catalogue of engineering instruments has just been issued by Weber & Co., manufacturers and importers of artists' materials and draughtsmen's and engineers' supplies, of Philadelphia. It will pay those desirous of purchasing or of carrying a line of these instruments in stock to write to the firm for a copy of the same, mentioning this paper.

Samples of tooth powder are a great trade help. If you will send to the Dr. E. L. Graves' Tooth Powder Co., Chicago, a list of your customers, and this offer is made to all druggists, they will all receive by mail a sample bottle with your imprint upon the circular. Write to the company for sample and a package for your dentist. It will pay. State where you saw this notice.

If you are thinking of improving the appearance of your store by a new or large soda fountain, or if you are not already supplied with a satisfactory hot soda apparatus, it will pay you to correspond with the American Soda Fountain Co., manufacturers of the famous Lippincott soda water apparatus, Philadelphia, Pa. This company is prepared to meet your wishes both as to prices and terms. Mention this paper.

Druggists, pharmacists, chemists and all persons working in laboratories where the clothes are soiled by drugs, medicines and chemicals need Moore's Universal Spring Aprons, which are manufactured by E. C. Moore & Son, Detroit. There are no buttons to fasten and no strings to tie and untie. Send for prices and particulars, mentioning the AMERICAN DRUGGIST as the source of your information.

It is claimed for the Swedish Asthma Cure that it never disappoints a customer, and that it is the best remedy for asthma that has ever been compounded. This is one of several reasons why every druggist should have it on his shelves, and should stock up at once. Druggists who desire to order it may have all their asthmatic customers supplied with free samples direct by sending names and addresses to the Swedish Asthma Cure Co., No. 348 Ellicott square, Buffalo, N. Y., and mentioning this paper.

Of the many seasonable drinks which druggists should not fail to have handy the Welch's Grape Juice is especially valuable just now. Extensive advertising is being done this year, which means that the steady demand already noted for this beverage is likely to continue the year around. The demand by bottle is likely to be even greater, and it is well to have a good stock of the article on hand before freezing. Write for special offer. If you would like one of their self-pulling cork screws, send six cents in stamps or a label from a quart bottle, or two pint labels. Address The Welch Grape Juice Co., Westfield, N. Y., mentioning this paper.

The druggist may well be termed the intermediary between the patient and the physician. He is continually called upon for advice by patients as to a remedy for minor affections, such as boils, sprains, burns of the first degree, pleurisy, felons, poison ivy and other conditions not of such a severe nature as to need consultation with the physician. A druggist should be, and usually is, prepared to give such advice intelligently, to suggest something that he knows for himself is reliable and reputable, and can be used by his patrons with the utmost safety. The druggist who has used antiphlogistine himself, or in his family, or suggested it to his patrons, has had its remedial value demonstrated to him to the convincing point, and is prepared to consistently and intelligently recommend antiphlogistine to his patrons, first, last and always for the various ailments for which it is so deservedly popular.

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THE OUTLOOK FOR THE N. A. R. D.

HOW seems the outlook for the National Association of Retail Druggists? The third annual convention of the association at Buffalo marked a critical point in its history, which a vast majority of the trade have been glad to see safely passed, and who are justly elated over the successful termination of the meeting. An influential representation of delegates from New York, the New-England States and Ohio came near to jeopardizing for a moment the fair prospects of the organization by an obstinate insistence on the relinquishment of the tripartite agreement and the adoption of an untried price-protective plan; but sounder judgments prevailed, and the sober second thought of the delegates suggested a compromise, which was happily effected to the satisfaction of all concerned. The tripartite plan is, then, to be continued, while the new price-protective plan is to be left for enforcement to the Executive Committee, when in the judgment of that committee it is deemed advisable to do so, and only where its provisions will not conflict with the operation of the tripartite plan.

Much was made by the opponents of the tripartite agreement over the failure and complete abandonment of that agreement in New York City. But the trade throughout the country should know that the failure of the tripartite plan in New York City is not to be considered in the light of a reflection on the plan itself. For the failure here was not due to any inherent weakness in the plan, but could be traced rather to the methods adopted by those into whose hands it was placed for enforcement. It is well known that many of the individuals who sought to enforce the plan were not quite as familiar with local conditions as might have been expected. Self-appointed leaders are seldom successful in any field, and their failure in New York caused no surprise, being among the things to be looked for. To charge, however, such a failure against the plan itself would be manifestly unfair, and this we are gratified to state was generally realized by a majority of the delegates in attendance on the Buffalo convention from other States.

Unprejudiced and careful observers will agree with us that the association is stronger to-day than it was a year ago, despite the wavering and half-hearted support which it has received from associations in the East, from which better things might have been expected. It starts on the fourth year of its existence with a vastly increased number of local associations pledged to its support, and with a determination to still further strengthen and push local organization during the coming year; while the operation

of the tripartite agreement will be extended, and developed more efficiently by the light of past experience.

That the N. A. R. D. acted wisely in hesitating to adopt the Worcester plan before being fully informed as to its probable workings and its bearings on the anti-trust laws of different States has been abundantly manifested since the adjournment of the Buffalo meeting by another decision of the Supreme Court of Massachusetts, which declares in effect that the Worcester contract does not extend beyond the first purchaser from the manufacturer. In other words, that the contract to maintain prices does not follow the goods in such a way as to affect the rights of purchasers who obtain their goods from middle men or jobbers. This decision was rendered in the case of Julius Garst vs. Hall & Lyon, and was handed down the week following the adjournment of the national convention.

It now remains for the rank and file of the retail drug trade to rally to the support of the organization which has so materially ameliorated the evil conditions which formerly prevailed. No movement of a like kind has ever accomplished anything like the beneficial results which stand to the credit of the N. A. R. D., and if the officers of the association are supported as they deserve to be during the coming year, the problem of the suppression of the cutter, the substitutor, and the many evils which follow in their train will be a matter of easy solution.

THE WHOLESALE MEETING.

THE most significant feature of the twenty-seventh annual meeting of the National Wholesale Druggists' Association, a report of which appears in our news columns, was the hearty burst of applause which followed the presentation by Col. J. B. Purcell of his resolution looking toward the expulsion of any member proven guilty of violating the tripartite agreement. This demonstration was so genuine and so spontaneous that there could be no question but that the stirring words of Colonel Purcell expressed the sentiment of the large majority of those present, if not of all. This resolution is the answer made by the N. W. D. A. to the charges of bad faith openly brought against that organization by many of the retailers. As the mover of the resolution truly said, so long as the N. W. D. A. fails to purge itself of members who are proven guilty of violating their signed agreements, just so long is the entire body blamable for the acts of its faithless members.

If there is any jobber who does not propose to abide by the conditions of the tripartite plan let him announce that fact, stay outside and take the consequences like a man.

That the tripartite plan has been of incalculable benefit to the jobber was admitted by the chairman of the Committee on Proprietary Goods when he said that but for the opportune advent of that plan and of the influence of the N. A. R. D. behind it the rebate plan itself would probably have been defunct by this time and the jobbing business reduced to that chaotic state which made it so harassing and unprofitable before the introduction of

the rebate system. Having acknowledged this obligation it would be the height of both folly and ingratitude for the N. W. D. A. to in any wise fall short of performing its full duty in endeavoring to support and foster the tripartite plan.

It will be observed also that while there is no abatement of the friendly spirit between the N. A. R. D. and the N. W. D. A., the representatives of the retailers were plain and outspoken in their demand for the full measure of their rights. In the picturesque but forceful language of the gentleman from Kentucky, "When they win they propose to get their share of the chips." While Mr. Jones specifically disclaimed any idea of threatening the N. W. D. A., a leading member of that body said on the floor that there was no need to be scrupulous about the use of threats or of their enforcement, for the power lay in the hands of the retailer, and he was justified not only in threatening but in severely punishing, if threats were not heeded, any jobber who failed to live up to his obligations.

Surely after such frank and full expression of opinions the N. A. R. D. need feel no hesitancy in bringing all its machinery to bear to bring into line any recalcitrant jobber.

It may be that no practical results will follow these expressions of good will from the jobber, but if not, the remedy surely lies in the hands of the retailers as a whole. No jobber can thrive without the support of the retail trade, and where the retail trade is properly organized no jobber will long stand out against the reasonable demands of the retail trade, and, on the whole, the retail trade may be congratulated upon the tone permeating the entire proceedings of the National Wholesale Druggists' Association.

ILLINOIS PHARMACY BOARD ATTORNEY APPOINTMENTS.

ATTORNEY-GENERAL HAMLIN, of Illinois, has issued an opinion that the system of appointments of special attorneys to the various boards and departments that has been in vogue in Illinois for several years is illegal and without warrant of law. The attorney's opinion was prepared upon the request of State Auditor McCullough. Among the boards affected by this decision Mr. Hamlin puts the Board of Pharmacy.

It is the system of appointments by the Governor that is affected by this ruling, hence the appointment of Mr. Warwick Shaw by Governor Yates, mention of which appeared in the last issue of the AMERICAN DRUGGIST, has been "hung up."

It is probable that no announcement of an appointment will be made for a time, or until the present trouble has blown over. This unfortunate predicament is but another illustration of the lack of proper technical skill in the drafting of our pharmacy laws, which has so often been referred to in these columns. Legislative committees would always do well to consult competent authority before submitting laws to a legislature for enactment.

THE ADULTERATION OF DRUGS.¹

BY LYMAN F. KEBLER, PH.G.,

Philadelphia, Pa.

MANY of the reports bearing upon the adulteration of food products and medical preparations, which come to hand from time to time are of such character that at the time of reading we are almost overawed by the number of sophisticated or adulterated articles reported. Tables are presented which would indicate that from 50 to 75 per cent. of the articles examined are adulterated or spurious. If this is really a correct representation of the facts as they exist, we would be compelled to admit that this country must be a veritable happy hunting ground for the manipulator. But, upon closer examination, it will be found that these reports are "reports of adulterations" in the full sense of the word, and that, when a man starts out to find adulterations, he is usually successful. Taking the whole field into consideration, the author does not believe that these reports represent the actual existing condition of affairs.

In the course of some recent notes by the writer, it was stated, in substance, that while the number of adulterated articles reported is found to be comparatively large, the proportion of intentional adulterations actually met with does not exceed 5 per cent. Indeed, extended experience in examining the vast number of articles that come up for investigation in the actual course of business shows that the adulterations practiced are actually very much less than this. Such a statement may seem somewhat radical, but it is based upon the results obtained in the chemical laboratory of Smith, Kline & French Co., wholesale druggists, manufacturing chemists and pharmacists, Philadelphia, Pa., which firm submit to a strict examination nearly all the products they handle.

The subject of the adulteration of foods and drugs is a well worn theme. Many able reports have been presented time and again, and the writer believes that such reports have done much to educate both the druggist and the public, and that adulteration has become minimized more largely as the result of these educational efforts than through legislation. As with previous papers, this report is intended to be educational.

For convenience of reference the articles described are divided into Chemicals, Oils, Simple Drugs and Allied Products.

Chemicals.

The first subject to be considered is Chemicals.

Ammonium Acetate

is a difficult chemical to make, especially in warm weather, it being very prone to liquefy and even to dissociate. This probably accounts for the fact that an article is frequently supplied which is freely soluble in water and alcohol, having a mousy odor, a melting point of 82° C. and a boiling point of 222° C. These are the physical properties of acetamide, and acetamide it was. It seems to be the custom of certain manufacturers to deliver this article when ammonium acetate is asked for. No manufacturer is justified at any time, either for convenience or otherwise, to deliver one article for another, even though they resemble each other very closely, both chemically and physically. But in view of the fact that the physiological uses of ammonium acetate are well known, and those of acetamide are as yet obscure, such a substitution must be considered high-handed.

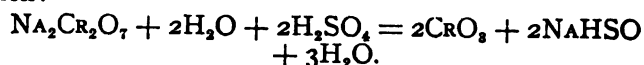
Calcium Phosphate, Precipitated.

An article of fine physical appearance proved upon

examination to contain 30 per cent. of calcium carbonate. The presence of this impurity is not incidental to the manufacture of calcium phosphate, as some one has intimated. Any one using such a phosphate of calcium for the purpose of diluting powdered opium in manufacturing laudanum would have no end of trouble before the product is finished.

"Chromic Acid."

Quite a number of grades of "chromic acid" are regularly supplied by manufacturers, and unless great care is exercised the purchaser will find himself in possession of an article containing about 40 per cent. of "chromic acid" and 60 per cent. of sodium acid sulphate. This product is manufactured by mixing the molecular portions of sodium bichromate, dissolved in a suitable quantity of water and sulphuric acid, according to the equation:



The mixture is then simply dried and the resulting product placed on the market as "chromic acid." There is considerable variation in the physical appearance in the best grades of chromic acid and it is easy to be deceived. The only safe plan is to estimate the actual content of chromic acid. A short, rapid method has been worked out by the writer and will be found in the *American Journal of Pharmacy* for August, 1901, page 395. The presence of sodium is readily established by the sodium flame test, and the sulphate by means of barium chloride.

Soluble Blue.

Ultramarine blue has been supplied when soluble blue was called for and a great contention was raised when an unfavorable report was submitted. This product is soluble in water, but care must be taken not to be deceived, inasmuch as the ultramarine blue is a very fine powder and remains suspended in the water for some time. It is best to make up the solution or mixture and let it stand for twenty-four hours, and if the product is ultramarine, the blue will subside and leave the upper aqueous layer perfectly colorless, while a soluble blue, under the same conditions will leave a permanent blue solution.

Podophyllin, Powdered.

When a request was made that a sample of this material be submitted, it was found upon examination to consist of powdered mandrake root. This fraud is easily established by the insolubility of the root in alcohol, and by its microscopic appearance.

Tannic Acid, Commercial.

For this article powdered Chinese nutgalls have been supplied. Any one familiar with the odor of these galls can readily detect this substitution. Commercial tannic acid, furthermore, is nearly soluble in water, whereas powdered Chinese nutgalls leave considerable insoluble matter. The microscope can be used to advantage with such a product.

Coumarin.

A sample of this article was submitted for examination and proved to be of very good quality. Accordingly, a good sized order was placed and when the goods arrived another examination showed the material to possess a melting point of from 54½° C. to 57° C., while the melting point of pure coumarin is 67° C. On heating with a 5 per cent. solution of potassium hydrate at a temperature of about 60° C. for an hour the odor of aniline was developed, and the addition of a solution of calcium hypochlorite to this mixture gave the blue color reaction characteristic of aniline. On applying Hofman's reaction for primary amines the characteristic and disagreeable odor of phenylcarbylamine was obtained, indicating the presence of a primary amine. The percentage of nitrogen

¹Read at the St. Louis meeting of the American Pharmaceutical Association.

was estimated, and on calculating the nitrogen back as acetanilide it was found to amount to 26 per cent.

Vanillin.

With this article the same difficulty was experienced mentioned above in connection with coumarin—namely, the sample submitted was of excellent quality, while the consignment of goods ordered from this sample proved to be a substitution. This contract involved several thousand dollars, and at first considerable difficulty was anticipated in getting rid of this substance, which proved upon examination to consist of broken crystals of acetyl isoeugenol, the direct antecedent of vanillin in the manufacture of the synthetic product. The manufacturer, however, took back the goods without a murmur and paid all expenses involved, including the cost of analysis. The interesting point in this connection is that the melting point of acetyl isoeugenol is 78° C., while pure vanillin melts at from 80° to 82° C. From this it can be readily seen that had only a superficial examination been made of the goods consigned, they would readily have passed as vanillin, inasmuch as the acetyl isoeugenol had been mixed with a certain proportion of vanillin to give it a distinct vanillin odor. The following methods were employed to establish this impurity: Microscopically the crystals were abnormal; with concentrated sulphuric acid a beautiful red color was developed, whereas vanillin gives a lemon yellow with this reagent; by estimating the per cent. of vanillin according to the writer's modification of the method of Prescott and Hess, given in *THE AMERICAN DRUGGIST* for March 10, 1899. The solubility was also abnormal, and the presence of acetic acid was established by the conventional methods.

Another sample of vanillin contained 90 per cent. of specially prepared benzoic acid and 10 per cent. of vanillin. This fraudulent product was easily detected by its odor, solubilities and melting point. Acetanilide is frequently met with as an adulterant of vanillin to the extent of 50 per cent., and is usually identified by the same test as those described above, under Coumarin, for detecting this substance.

Oils.

Oil of Bergamot.

On examining a large consignment of this oil, conditionally purchased, it was found to contain an abnormally high, +28°, optical rotation, in a 100 mm. tube. The genuine oil is recorded as never having a higher rotation than +20°. In every other respect the oil tested up well except that the per cent. of linalyl acetate was somewhat low—namely, 28 per cent. A number of adulterants might be added to bring about this abnormality, such as oils of lemon, orange and turpentine, but after taking everything into consideration the writer came to the conclusion that oil of lemon to the extent of about 20 per cent. had probably been added.

Oil of Cassia.

It seems to be a periodical disease with the Chinamen to adulterate this oil with kerosene, and it is not uncommon to find it adulterated to the extent of 20 per cent. The manipulator unfortunately, however, sometimes makes the mistake of adding more kerosene oil than the oil of cassia will readily mix with, consequently it has been the writer's misfortune to find oil of cassia to contain a considerable quantity of kerosene floating on top of the cassia oil in an original package. This adulteration has not been met with within the past year, and it is believed that this is chiefly due to the fact that oil of cassia is now largely bought and sold on the basis of percentage content of cinnamic aldehyde. It is hoped that this practice will be extended more and more in the trade for the purpose of gradually rooting out the adulterations of oils. It may

not be possible to eliminate adulteration entirely by such a procedure, but it is certain that it will minimize it, and that is the best we can probably hope to do in a great many cases at present.

Oil of Copaiba.

It is not a new thing to tell the members of the American Pharmaceutical Association that balsam copaiba is adulterated with and even substituted entirely by gurjun balsam, but it is doubtful if many of them have met with an oil adulterated with the corresponding oil of gurjun balsam. There are a number of tests given for detecting the presence of this adulterant, and some of them are of service, but the writer, so far as his experience goes, has the utmost confidence only in the following: Into the bottom of a test tube place 1 Cc. of glacial acetic acid (99.5 per cent.), add 4 drops of pure concentrated nitric acid and mix well, then add 4 drops of the oil to this mixture, allowing the oil to float on top, if oil of gurjun balsam is present a reddish or purplish zone will be developed between the layer of oil and the acid mixture in a few minutes. No reaction occurs if the oil is pure.

Oil of Peppermint.

This is probably one of the most liberally adulterated oils that is met with, and especially is this true in mixing a high grade oil with an oil of poor quality. Several years ago an oil was met with that showed upon examination to contain at least 25 per cent. of added oil of turpentine. It must be remembered that oil of peppermint is liable to contain a small percentage of terpenes, but no such quantity is admissible and it should also be said, quite unnatural. Notwithstanding the fact that this oil contains such a considerable amount of added turpentine the specific gravity did not fall materially below the recognized lower limit. On reporting this condition of affairs to the vendor he immediately requested the oil to be returned and he gladly paid all cartage, freight, etc., in addition to \$25 for analysis, without making a protest. This in itself was ample evidence that the article was known to be of a spurious character.

The presence of the turpentine was established by a fractional distillation, the first fraction began to come over at 150° C., and 40 per cent. distilled before the temperature reached 180° C. The specific gravity of this fraction corresponded to that of turpentine, and other physical and chemical properties unmistakably proved this fraction to be turpentine. By allowing 15 per cent. for the possible presence of natural terpene, having a boiling point lying between the above limits, which is quite improbable, we still have left 25 per cent. of added turpentine. Genuine oil of peppermint contains few constituents having a boiling point below 200° C. The per cent. of menthol, both combined and free, was also estimated and found to be very low.

It is hoped that the present Committee of Revision will see its way clear to introduce a lower limit of boiling point and a method for estimating menthol. For the benefit of some, the following references to the methods for menthol determinations are given: "Schimmel's Semi-Annual Report," Oct., 1894, page 438; "The Volatile Oils," by E. Gildemeister and Fr. Hoffmann, translated by E. Kremers, page 651, and the *American Journal of Pharmacy* for 1897, page 189.

(To be continued.)

Palladium Chloride.—($\text{PdCl}_2 + 2\text{H}_2\text{O}$) is a remedy used in phthisis, and recommended by S. Solis-Cohen. (Merck's Report for 1900.) It is given in solution as follows: R Palladium Chloride, 0.75; distilled water 25.0; five to ten drops before meals in water.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE ARRANGEMENT, STORAGE, AND DISPLAY OF THE STOCK.

(Continued.)

FROM several correspondents in localities as widely separated as the States of Washington, Louisiana, New York and Minnesota requests have been received

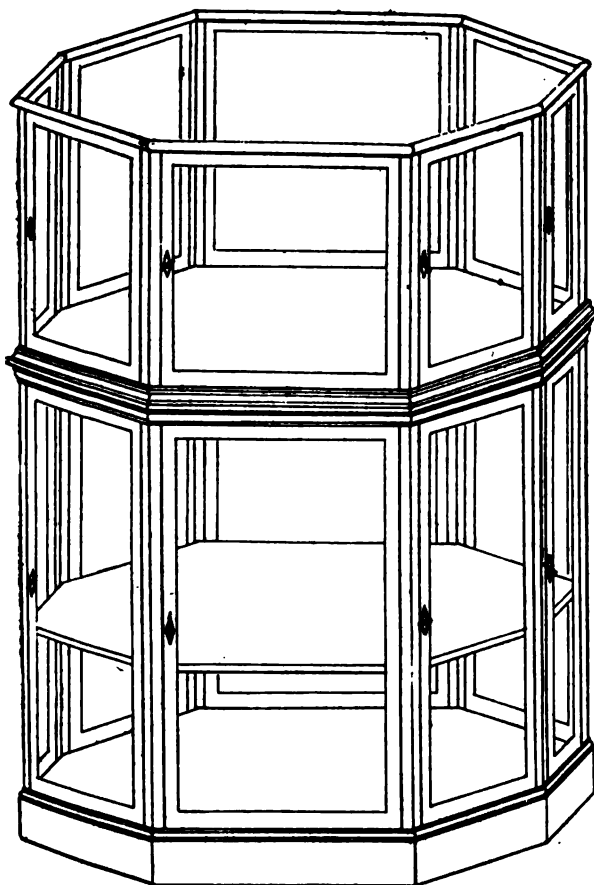


Fig. 1.—Octagonal Perfume Case.

for fuller descriptions and details of construction of the wall cases and perfume case described in a preceding article, and the accompanying sketches are given in response.

As stated previously, the perfume case is octagonal in shape; it is built of oak, finished antique, of the color called by furniture men "golden oak," this to match the other fixtures of this particular store. Its dimensions are: Height, four feet three inches; diameter, three feet

eight inches; each face of the octagon being eighteen inches in width.

ARRANGEMENT OF A PERFUME CASE.

The case is divided into two compartments, the lower one being three feet high—the height of the store counters—and the upper compartment one foot three inches high. The lower compartment has a shelf of one inch polished oak similar to the frame of the case, about half the height of the lower case. There are two doors on each face of the octagon, one each for the upper and lower compartments, the doors being secured with a nickel knob catch. As was mentioned, the case was built to order and cost some sixty or sixty-five dollars; it is so long ago that I have forgotten the exact amount.

The leading feature of a case of this shape is that there is no "back" to it; each facet of the octagon is the front of the case, so that from whatever angle a customer approaches it the goods are displayed to the best advantage. The case is always dressed from the center, the goods spreading outward toward each face of the octagon.

HOW THE STOCK IS DISPLAYED.

The method of arrangement provides for keeping the toilet waters, Florida waters, eau de Cologne, etc., in the bottom of the case, the smaller sizes in front and the larger toward the center, keeping each make of goods together as far as possible. On the upper shelf of the lower compartment is displayed the stock of "regular" goods, with the reserve stock of bulk extracts in the center, and the regular lines of 25c., 50c., 75c., \$1.00 and \$1.50 bottles arranged around the outer part of the shelf. The top compartment is reserved for the finer goods, fancy packages, special odors, leading specialties of American and foreign perfumers and the like.

DESCRIPTION OF A PERFUME CASE.

In the sketch of the wall case on page 236 is illustrated a small case about three feet by six feet with a single glass door. The depth of the case should not be more than four or five inches for a case this size. The frame may be of oak or any other hard wood to match the fixtures of the store. The frame of the case should be as narrow and light as is compatible with the strength necessary, and in this size of case need not be heavier than the frame work of a counter show case. If used for displaying brushes or other goods that are to be hung from hooks it will be best to select a dull, low toned plush for lining the back of the case, old blue, antique maroon, old gold or the like; very bright colors are to be avoided.

Where the case projects from the wall and is separated from other fixtures it may have glass side lights, as shown in the sketch; but if it is to fit into a space between fixtures, as in the case of the fittings of a correspondent in Washington, it must have solid sides. If the case be made more than three feet wide it will require two doors, as it would not be advisable for a door to carry so large a light of glass. In all wall cases it is not advisable to use plate glass on account of its great weight, the best glass for the purpose being first quality French, or Chance's English glass, and these need only be used when something extra fine is wanted. A loop of very narrow ribbon will be found convenient to hang brushes on the hooks; it is tied around the narrow part of the handles of the brushes.

THE SELECTION OF GOODS.

In stocking perfumes it is a good plan to stock the full line of one of the leading American makers—we

make as good perfumes as ever came out of France, these days—in both bulk and bottled goods. Be sure, though, that the goods are really good, so that you can unreservedly recommend them; there is no need to take the manufacturers' or the word of anybody else for it, test them yourself; put a few drops of the extract to be tested on a piece of clean white filter paper, and let the spirit evaporate before smelling. Do not test one odor after another for any length of time, as the sense of smell becomes confused; allow a half hour or so to elapse between tests for the olfactories to become normal again.

THE TESTING OF ODORS.

In competitive testing, where a certain odor of one maker is to be compared with the like odor of another maker, cut two pieces of white filter paper of the same

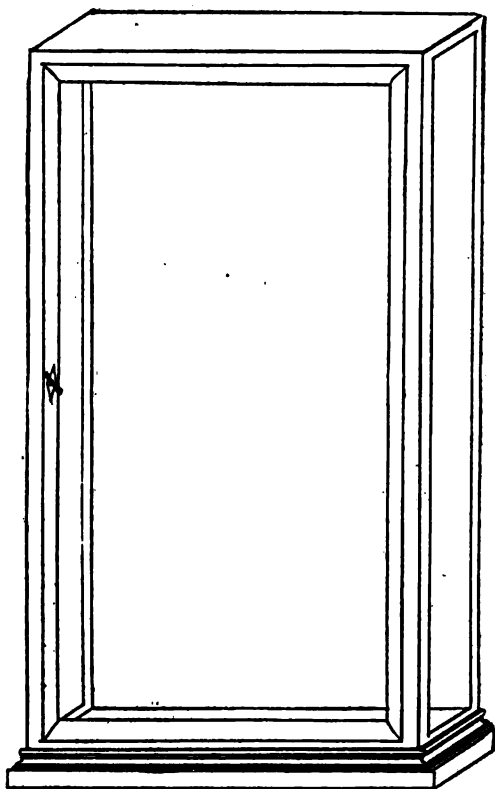


Fig. 2.—A Wall Perfume Case.

size, say four or five inches square, put an equal number of drops of each extract on separate papers—I generally use ten drops—take one in each hand, and after the spirit has evaporated, smell them alternately for a few minutes. Keep the papers away from each other, do not let them come within six inches of each other. If it is hard to distinguish which is the better, put them in separate envelopes and lay them away, each in a different place, until next day, and smell them then, or, to test their lasting qualities, take them out of the envelopes every day and see which stays the longest; this time test is a test for quality as well, for rankness of odor may develop after a few days, and there is nothing that will kill off perfume trade like an odor that is very pleasing when first applied and that becomes disagreeable in the end.

This competitive test is a good one to use when the perfume salesman tells you how much better his extracts are than those you carry in stock.

SPECIALTIES TO STOCK.

In addition to a full line of one make, if a bid is to be made for the perfume trade of your vicinity, it will be necessary to stock the specialties of the leading American, English and French perfumers, and a pretty full line of bottled goods of that foreign maker who happens to be the fad at the present time. Just at the moment it seems to be the French house of Roger & Gallet. It will not be necessary to stock their goods unless one has a "high-toned" trade—this is not necessarily a high-class trade—but that class who aim to be in the mode and who follow the whims and fads of fashionable society.

The specialties to stock are those odors that are made peculiarly well by some certain maker and the copyright odors that are widely advertised by their manufacturers. In this latter class are the specials of Pinaud, Palmer's "Garland" line of odors, Lazell's "Empire" line, Wright's "Mary Stuart," Ricksecker's "Golf Queen" and "Ping-Pang," Atkinson's "White Rose," Lundborg's "Edenia," Colgate's "Cashmere Bouquet," and many others, all being odors that have outstripped the rest of their makers' line in popularity, through advertising or exceptional merit.

THE FAVORITES.

As to the first class mentioned, nearly every maker makes some odor better than any other maker and seemingly better than any other of his regular odors. Lazell's Jockey Club is one of the best, if not the best, Jockey Club made by any perfumer; twenty years ago Lubin's Jockey Club had this same reputation. Atkinson's White Rose is still the finest of that odor made, although Palmer's runs it a close second; at the same time no other maker has so fine and delicate Lily of the Valley as Palmer, and, leaving out higher priced goods, this last named maker's Violet Bloom is not approached by any violet that is sold at \$4.00 a pint or that retails for fifty cents per ounce bottle.

The Inadvertent Substitution of Methyl for Methylene Blue.—The September number of *The Postgraduate* contains the report of a clinic held by Dr. Achilles Rose, in which attention is directed to the occasional substitution by druggists of methyl blue for methylene blue. Dr. Rose has had many unfortunate experiences in this respect, and he warns physicians to be careful in specifying the drug. He gives the following chemical test by which methylene blue can be differentiated from methyl blue: A dilute aqueous solution of methyl blue becomes decolorized on the addition of ammonia water; a solution of methylene blue, even very dilute (light-colored) is not decolorized by water of ammonia.

[Chemically, methyl blue is the sodium salt of triphenyl-pararosaniline-sulphonic acid. It is also known as methyl blue, M. B. I. for cotton. It is a dark blue powder, soluble in water and yielding a blue solution.

Methylene blue is the hydrochlorate salt of tetramethylthionine. But there are two distinct kinds on the market, a commercial dye (not medicinal), which is a double chloride of zinc and tetra-methylthionine, and the hydrochlorate salt first named. In addition to the test given by Dr. Rose, the two substances (methyl blue and methylene blue) may be distinguished by their individual behavior with sodium hydrate test solution, which colors methyl blue a reddish brown and methylene blue a violet color.—ED. AMERICAN DRUGGIST.]

Dr. Rose advises physicians to prescribe the ready made one grain methylene blue pills manufactured by the Upjohn Pill & Granule Co.

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

ANATOMY OF THE EYE. (Continued.)

THE IRIS.

THE muscular system of the iris is involuntary—that is, it is not under the control of the will, and hence we are not able to change the size of the pupil by the strongest effort of our volition.

The muscles of the iris consist of circular and radiating fibers. The former surround the margin of the pupil on the posterior surface, forming a narrow band about the thirtieth of an inch in width; these are the fibers that contract the pupil. The radiating fibers converge from the circumference toward the center, where they blend with the circular fibers, and by their action enlarge or dilate the pupil.

Through the action of these two sets of muscles the pupil has the property of changing its size, thus regulating the amount of light admitted to the retina. When we pass out into the bright sunshine of mid-day the pupil immediately and instinctively contracts, to protect the eye from the irritating glare of a flood of light; and when we return to a darkened room it dilates to admit as much as possible of the insufficient light.

Belladonna, or its active principle, atropine, if applied to the eye or taken to excess internally, dilates the pupil widely; while eserine and pilocarpine contract it. Opium also has the effect of contracting the pupil, and this is one of the first symptoms looked for when opium poisoning is suspected. When we are not looking at anything closely, or when we look at a distance, the pupils dilate, as is also the case in meditation. The pupil grows smaller with the advance of years, and by shutting out diffusion circles partially compensates for the impaired vision of old age.

THE PUPIL.

The pupil appears black, because of the lack of intraocular illumination, for the same reason that a small opening into a dark closet is black. The pupil can be illuminated and made to appear of a bright red color by the reflected light from the mirror of an ophthalmoscope, just as the closet can be lighted by a candle held near its door.

The ciliary muscle consists of involuntary fibers, and consequently is not under the control of the will; it acts automatically on the approach of objects to, and their recession from, the eye, just as the muscular fibers of the iris when exposed to light or when shaded from it, and hence the ciliary muscle plays an important part in the accommodation of the eye. It is a grayish circular band about an eighth of an inch broad on the outer surface of the fore part of the choroid.

THE RETINA.

The internal or nervous coat of the eye-ball is called the retina, and it is the most important membrane of all; indeed, all the other structures of the eye may be considered subservient to this one, as on it are formed the images of external objects by means of which we are said to see them. It is a delicate, nervous membrane, upon

the surface of which the images of external objects are received.

The retina is continuous with the optic nerve, in fact it seems to be the spreading out of the nerve, which pierces the sclerotic and choroid to form this membrane, and by means of which the impressions are carried to the brain, and hence the eye and the brain are in the most direct and constant communication.

In order that the retina may properly perform its function it is necessary that it should be in a healthy condition, and, if not, the sight is correspondingly impaired. The retina may be compared to the paper on the walls of a room, and, like wall-paper, it sometimes becomes loosened, as in "detachment of the retina," which is apt to occur in cases of extreme myopia and

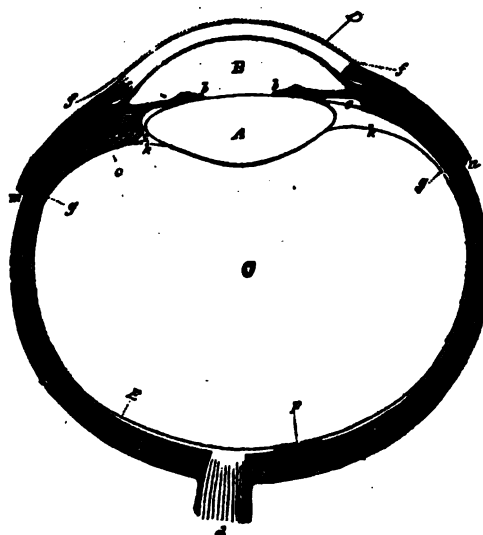


FIGURE OF THE EYE.

- | | |
|---|----------------------|
| A The Crystalline Lens. | D The Cornea. |
| B The Aqueous Humor. | E The Retina. |
| C The Vitreous Humor. | F The Yellow Spot. |
| aa The Canal of Schlemm. | d The Optic Nerve. |
| bb The Iris, the opening between being the pupil. | hh The Ciliary Body. |
| k The Capsule of the Lens. | gg The Choroid Coat. |
| ff The epithelial covering of cornea. | e The Zone of Zinn. |
| mm The insertion of the muscles in the sclerotic. | |

results in serious impairment of vision and even total loss of sight.

The retina corresponds to the delicate film of the photographer's camera, which receives the image of an object and allows it to be stamped upon its surface. There is one great point of difference, however; while the film of the camera is confined to one impression, the capacity of the retina is unlimited. The image of one object after another is formed on the retina, as quickly as the eye can move and change its point of sight.

In the center of the posterior part of the retina, at a point corresponding to the axis of the eye, in which the sense of vision is most perfect, is a round, elevated, yellowish spot, having a central depression at its summit. The retina in the vicinity of this yellow spot is exceedingly thin, so much so that the dark color of the choroid can be distinctly seen through it, and makes it almost present the appearance of an opening.

About one-tenth of an inch to the inner side of the yellow spot is the point of entrance of the optic nerve, which is the only portion of the surface of the retina from which the power of vision is absent. It is important for the optician that he possess a clear idea of the relative positions of the yellow or sensitive spot and the optic nerve entrance or blind spot. Some persons think that

the latter is directly in the center of the posterior part of the eye, but the fact is this point is occupied by the former (yellow) spot. These facts can perhaps be better impressed on the mind by the illustrations.

The retina is a very delicate and extremely complicated structure. Though its greatest thickness does not exceed 1-120 inch, yet microscopists have described some eight or ten different layers. It will be sufficient for our purpose, however, to consider it as composed of three layers:

External; or, columnar layer.

Middle; or granular layer.

Internal; or nervous layer.

The central artery of the retina, with its accompanying vein, pierces the optic nerve, and thus enters the cavity of the eye-ball. It immediately divides into four or five branches, and later forms a fine capillary net-work of blood-vessels.

NEW REMEDIES.

New Alkaloids in Tobacco. A. Pictet and A. Rotschy (*Nouveaux Remèdes*, August 8, 1901) reported to the Paris Academy of Sciences that they have found a series of new alkaloids in tobacco. The first of these was a liquid—nicotine, $C_{10}H_{11}N_2$; the second, a solid, nicotelline, $C_{10}H_9N_2$, and the third, $C_{10}H_{11}N_2$, nicotimine. These alkaloids occur in much smaller quantities than nicotine. Their physiologic action is now being studied.

Gomenol in Whooping Cough. Leroux and Pasteau (*Nouveaux Remèdes*, 1901, p. 368) used with success solutions of gomenol oil in whooping cough. This substance is a terpinol derived from *Melaleuca viridiflora*. From five to ten Cc. of a 5 per cent. solution are injected. The effect of the drug is at first sedative. Vomiting ceases at the third or fourth injection. The injections must be continued for five or six days after the cough disappears.

Eugoform. Mass (*Deutsche Med. Wochenschr.*, May 16, 1901) studied the effects of this new substitute for iodoform. This substance occurs as a fine, almost odorless, greyish-white powder, which is prepared by the action of formaldehyde upon guaiacol. It is of great value in the treatment of wounds in children. It is slightly anæsthetic, and especially valuable in scrofulous lesions, cold abscesses, etc. The price of eugoform is about the same as that of iodoform, but smaller quantities are used.

Peronin. According to Battistini (*Rivista Critica di Clin. Medica*, 1900, 4) this remedy does not possess any hypnotic action and in large doses causes paralysis of bulbo-cerebral origin. It is four times as active as codeine, and should be classed as a cardiac poison. It diminishes cough by lessening the sensitiveness of the bronchial mucosa. Among the untoward effects are headaches, nausea, sweats, etc. It produces profound sleep in paralytics during the period of excitation.

Solutions of Protargol in Eye Diseases.—W. Henrotte (in the *Journal de pharmacie de Liege*, February, 1901) giving some practical points on the preparation of protargol in affections of the eye, he found that fresh solutions of protargol always cause pain when injected. On the other hand, if allowed to stand for a month, the instillation is perfectly painless. Pharmacists are therefore advised to keep 1:10, 1:20 and 1:2 solutions of protargol in stock. These solutions may be made in a place protected from light by throwing the necessary amount of protargol into distilled water, shaking, and preserving in

glass stoppered bottles in a dark place. These solutions should never be filtered.

Ferropyrine.—Toff devotes an important article to this double combination of ferric chloride and antipyrine (*Wiener Klin. Wochenschr.*, 1900, 30.) It occurs as a fine orange-colored powder, easily soluble in five times its volume of cold water. It is said to possess the hæmostatic properties of ferric chloride, without its disadvantages. The author used this remedy in 65 cases of internal hæmorrhage, and was successful in 90 per cent. of these in arresting the bleeding. Externally he employed it in the form of a powder upon cotton—*e. g.*, in nose-bleed, or in a 15 or 20 per cent. solution. Internally he used the following formula:

℞ Ferropyrine	0.60
Hydrochloric acid.....	gtt. V
Soluble pepsin.....	5.00
Distilled water	200.00

MS. A teaspoonful after meals in cases complicated by dyspepsia. Or:

℞ Ferropyrine	1.0
Syrup of orange peel.....	20.0
Distilled water.....	130.00

MS. One half to be taken at a time.

Persulphates as Modifiers of Nutrition.—J. Laumonier, in a review in *Nouveaux Remèdes* (July 24, 1901, p. 313) gives an account of the therapeutics of persulphates, particularly sodium persulphate. Friedlander in 1899 was the first to utilize the antiseptic properties of sodium persulphate. In 1900 Nicolas, of Lyons, experimented with the toxicity and the purgative properties of this salt, and Garel and A. Robin used it in anorexia, especially in tuberculous subjects.

The persulphates have, however, been used since their discovery by Berthelot, in photography, to remove crystallized sodium hyposulphite. They are white, crystalline salts, very easily altered in the dry state by both air and light. By electrolysis one obtains from them sulphates with an additional quantity of sulphuric acid. The solutions are unstable, and should therefore be prepared with much care and preserved in dark bottles. They keep best in slightly acid solutions. A chemical firm in Lyons offers solutions for sale under the name "Persodine," but it has been shown that the latter contain a considerable quantity of free sulphuric acid.

Persulphates, like the salts of arsenic and of vanadium, are powerful oxidizers. Their toxicity is inferior to that of salts of vanadium and of arsenic. They have a moderately marked antipyretic action, and are indicated in the fever of consumptives. It is rather unfavorable to the action of digestive ferments, though but slightly so in therapeutic doses. It stimulates nutrition in some other way, however, and it has been noticed that when given subcutaneously in animals the persulphates do not have any effect upon nutrition. In practice, however, it stimulates the appetite and the movements of the gastrointestinal tract, thus causing the absorption of larger quantities of food. Its antiseptic action has been utilized in the form of gargles in throat inflammations, etc. It is a good aperient and particularly useful in tuberculosis and in convalescence from exhausting diseases. According to Hirz the daily dose is normally 0.20 grammes. Robin prescribes:

℞ Sodium persulphate.....	2.0
Distilled water.....	300.0

M. S.—A tablespoonful half an hour before meals.

The action of these remedies does not persist for any length of time after discontinuing their use, and in order to avoid habituation the treatment is usually interrupted for a time every three weeks.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Apotheker Zeitung, June.

A New Extraction Apparatus. By Dr. Hugo Sinnbold.—In this apparatus the principle of Soxhlet has been preserved, but the steam pipe and the drain pipe have been fused together and attached inside the extraction chamber. The apparatus is therefore less easily broken and the tubes more easily cleaned. In Soxhlet's apparatus a considerable quantity of the extraction menstruum is lost by condensation on the steam tube through cooling in the air, and this portion drips into the boiling flask without having fulfilled its purpose. In the present modification the steam pipe is always surrounded by hot vapors or liquids in the extracting chamber, and thus less condensation of the extraction fluid can take place. The apparatus, therefore, has a greater working capacity than Soxhlet's.—(June 2.)

A New Apparatus for the Determination of Fat in Milk, etc. By Dr. Gerber.—This apparatus is made by A. W. Kaniss, in Wurzen, and has the advantage that the maximum speed may be attained with a minimum power by the adjustment of the running gear and besting.—(June 2.)

The Resin Industry in the Southwest of France. By O. A. Oesterle.—The author studied the methods of gathering resin from the coniferæ in the southwest of France. The chief region for this important industry is in Gascogne. The principal tree from which resin is obtained is *Pinus maritima* Poir, or *Pinus Pinaster* Sol. This tree is very similar to the ordinary pine, but is distinguished by its very long needles. Newly planted forests begin to be available for resin gathering in the fifteenth year of their existence. In the month of February the bark is removed almost to the deepest layer in that part of the tree where the bark is torn most—namely, the side exposed to the wind. In the first part of March the wound is made with an axe, and a bent strip of tin is hammered into a groove previously made in the bark beneath the wound. Under this tin gutter is an earthenware pot, which rests upon a nail driven in beneath it, and is easily removable. The wound is enlarged from time to time until October. The resin flows into the tin gutter, and thence into the earthenware pot. In order to avoid losing any resin, at the sides of the wound, incisions are often made parallel to the wound, and wooden splinters are hammered into it. The pot is emptied every two or three weeks into a collecting tub, thence into larger casks, and thus conveyed to the distillery. The dried resin on the wound is collected every six months by scraping it away with sharp tools. The wound is lengthened every year, and the forestry regulations prescribe the limits of length. After three or four years the tree is allowed to rest for a few years, and then a fresh wound is made on the right side of the first, one-third of the circumference away from the latter. A third wound is made after a similar number of years on the broad part, or "back," of the tree, midway between the first and the second. After a tree has had three wounds it is allowed to be used for lumber.—(June 8.)

On the Determination of the Coefficient of Saponification of Fats. By Otto Schmatolla.—The author shows that the cause of the inconstant results obtained in the determination of the soap forming power of fats is the indicator usually employed—phenolphthalein. The alkaline red of this indicator is affected by the presence of

soap, as well as of ammonium salts. It fades in the presence of soap long before the point of neutralization, a defect which is diminished but not obviated by the addition of a larger quantity of indicator. Strong alcohol also influences phenolphthalein in the same way.

The following method is recommended in order to obviate these disadvantages of phenolphthalein. Five grammes of filtered oil are mixed over a small Bunsen flame and an asbestos filter in a strong glass beaker, with 20 Cc. of potassium hydrate solution, boiled and stirred with a glass rod until a stiff emulsion has formed. To complete the formation of soap 200 Cc. of dilute alcohol are added, and the beaker is placed on a water bath, the contents heated until the soap remains as a stiff viscous mass. This is dissolved in alcohol, which is diluted as little as possible, about 200 Cc. of NaCl solution (chemically pure), are added, the mixture warmed and passed through a linen sieve. The residue of soap is passed in this way through a salt solution once more, and the combined salt solutions are passed through a linen filter until the filtrate is as clear as possible. The amount of alkaline hydroxide is then determined by the volumetric method in the filtrate. Methylorange is a very efficient indicator for this purpose, two or three drops of a 1:500 solution being sufficient. The amount of hydrochloric acid used indicates the coefficient of saponification of the oil tested.—(June 19.)

The Behavior of Acid Watery Solutions of Alkaloids and Glucosides Toward Certain Solvents. By Dr. Hans Proelss.—This article deals with the question expressed in the title, and the author's conclusions may be summed up as follows; Ether proved to be a very good solvent for colchicine and brucine; chloroform for digitaline, colchicine, picrotoxin, strychnine and atropine; ether and chloroform for colchicine, picrotoxin, veratrine and atropine; alcohol and chloroform for digitalin, colchicine, veratrine, atropine, codeine, morphine; benzol for colchicine, strychnine, atropine, codeine and picrotoxin; acetic ether for morphine, veratrine, codeine and colchicine. Sodium bicarbonate was found to be equally good for brucine, strychnine, atropine and codeine. Ammonia was found to be better for veratrine; ammonia alone for morphine. Chloroform is, therefore, the best fluid for alkaloidal analysis in medico-legal cases, for it is the most general solvent of alkaloids. The best extraction fluids were found to be as follows: For colchicine: all very good in acid solutions; for digitalin, chloroform or chloroform plus alcohol (for acid solutions); for picrotoxin ether and chloroform, or alcohol and chloroform, or benzol (for acid solutions); for brucine ether or chloroform (for ammonia or sodium bicarbonate solutions); for veratrine, chloroform, ether and chloroform, alcohol and chloroform or acetic ether (for sodium carbonate solutions), or ether and benzol (for ammoniacal solutions); for strychnine, chloroform, alcohol and chloroform, benzol (for sodium bicarbonate and NH_3 solutions); for codeine, alcohol and chloroform, benzol, or acetic ether (from Na_2CO_3 and NH_3 solutions); for morphine, acetic ether for ammoniacal, alcohol and chloroform for solutions with KHCO_3 . Emulsions occur most frequently with benzol, least often with ether and acetic ether.—(June 22.)

The Rhizome and Extract of Malefern. By Dr. O. Linde.—Matzdorft considers filicic acid as the principal

active constituent of malefern. The amount of filicic acid in this plant varies considerably, with the origin and time of collection of the rhizomes. Various investigators found also, that the other constituents of the rhizome, such as the volatile oil, the sugar, the tannin, and the red coloring matter, fluctuate in amount with the seasons. The rhizome becomes less active when preserved for a long time, and this, according to the author, is due to the fact that the filicic acid crystallizes and so becomes inactive, because almost insoluble. The activity of extract of malefern also decreases with the age of the preparation for the same reason, the action being proportionate to the amount of filicic acid that has remained in solution. We must endeavor, therefore, to prepare an extract in which there shall be no crystallization. The author recommends the addition of castor oil to the extract of malefern in order to keep the acid in solution. In this manner it is possible to standardize the extract to a certain permanent percentage of filicic acid. He recommends a standard of 5 per cent., even only 3 per cent. for the extract. R. Boehm found in *Filix-mas*, in addition to filicic acid, a series of crystalline substances, such as aspidin, aspidinin, albaspidin, flavaspidic acid, and aspidinal. Some samples of the rhizome did not contain filicic acid, others contained no aspidin. This is due to the fact that aspidin is not present in *Aspidium filix-mas*, Sw., but only in the rhizomes of *Aspidium spinulosum*, Sw. In commerce these two varieties are often confused, for one cannot distinguish *A. spinulosum* from *A. filix mas*, unless the leaves be present. The microscopic characteristics that have been considered as distinctive—namely, the examination of the hairs on the remains of the leaf-bundle in *Filix mas*, is not of any value, as these remains are identical in both varieties. On the other hand, the examination of the scales on the remains of the leaf-bundle offers a way of distinguishing *A. filix mas*. These scales in *A. filix mas* have at their bases at times two glands and their margins are set with pointed projections containing usually two cells, and the end is pointed, containing one cell. In *A. spinosum* the edges of the scales are smooth. No aspidin must occur in the official extract, as this should be prepared from *A. filix mas* only.—(July 6 and 10.)

The Resistance of Alkaloids, Glucosides and Bitter Principles Against Putrefaction. By Dr. Hans Proelss.—The author studies the question of the duration of resistance against putrefaction of alkaloids, glucosides and bitter principles in order to determine how long a time after death a body may be exhumed with the hope of finding alkaloidal or glucosidal poisons. For this purpose he mixed five hundred grammes of meat in a mortar with the alkaloid or other substance, the resistance of which he wanted to determine, and allowed the mixture to stand for a week. The glass containers were then labeled, packed into a box, and buried about 20 cm. below the surface of the earth. After four and one-half months he dug up the box and tested the contents of the glasses. Then he again buried the glasses and the remaining contents for three and one-half months. When this time had elapsed he exhumed the box, and tested the contents. He summarizes his findings in the following manner: Atropine could not be found after 167 days. Digitalin was found after 169 days, picrotoxin after 161, colchicin after 258, brucine after 250, veratrine after 266, strychnine after 250, codeine after 254, and morphine after 260 days.—(July 13.)

Archiv Fuer Pharmazie, July 6.

Contributions to Our Knowledge of Saponin Substances and Their Distribution. By Ludwig Weil.—A

number of plants that have been used by the ancients for killing fish have been shown to contain saponin. A number of such plants are still used as substitutes for soap. Buchholtz in 1811 first isolated saponin from *saponaria rubra*. More recently Kobert and his pupils described a series of substances which they grouped under the designation "saponin substances."

The author examined a number of plants in order to determine the presence of saponin, and studied the properties of this substance in an elaborate dissertation, of which the present article is an abstract. The chief plants examined were *Camellia theiflora* Griff. (*Camelliaceae*), *Aesculus Hippocastaneus*, L. (*Hippocastaneae*), *Sapindus Mukorossii* Gaertn. (*Sapindaceae*), *Acacia concinna*, DC. (*Mimoseae*), *Balanites Roxburghii* Planchon (*Zygophyllaceae*), *Illipe latifolia* Engl. (*Sapoticeae*), *Barringtonia Vriesii* T. and B. (*Lecythidaceae*). He found in all of these large quantities of saponin substances, which resemble those in quillaja, sarsaparilla, etc. They occur as white or slightly colored amorphous powder, easily soluble in water and boiling alcohol. On contact with mucous membranes they are irritant. On evaporation of concentrated watery solutions a coherent, ductile mass is obtained, which foams in thick lather and in vacuo dries to a cracking film. All attempts at crystallization from various solvents proved futile. The disassociation of the glucosides into saponogenin and sugar took place in flasks under slightly diminished pressure in solutions which contained 1 per cent. of saponin and 2 per cent. of sulphuric acid. The saponin substances form yellow solutions in alkalis and in ammonia. With nitric acid they form colorless solutions, which become slightly turbid on boiling. Boiling with Fehling's solution produces a weak reaction, which takes place quickly and completely when the solution of the glucoside is boiled with a dilute mineral acid. The emulsifying properties of these substances were tested with a variety of chemicals and drugs. The addition of alcohol diminishes the emulsifying power of saponin substances. Experiments to determine the value of saponin solutions for washing purposes showed that the physical properties of soap lather and saponin lather are identical, but that soap lather in addition has a chemical action, while saponin is chemically inactive, so that the object to be cleaned may be handled without fear of chemical injury. Concentrated saponin solutions also can be used as powerful adhesives for paper, wood, cork, etc.

A Note on Purginic Acid. By N. Kromer.—This acid was obtained by Hoehnel by treating convolvulin with bases. The products of this reaction are convolvulinic methyl, acetic and purginic acid. The latter is soluble in ether. The present author found that purginic acid is a mixture of oxy-valerianic acid and of its esteranhydride. Further researches are necessary to determine whether this acid is a primary or a secondary disassociation product of convolvulin. The author believes that it is a secondary product.

Bollettino Chimico Farmaceutico, July.

Citrate of Iron and Citrate of Iron and Ammonium. By Dr. C. Martinotti and L. Cornelio.—In the various foreign Pharmacopœias there is no satisfactory formula which represents the exact chemical composition of the two compounds named in the title. When the variety of iron citrates and iron-citro-ammoniates in the market are considered, one may think that these substances are extremely variable in composition and properties. The Belgian Pharmacopœia gives formulas for these salts, but these formulas are not useful, for they are expressed according to the dualistic method of Berzelius. All

the pharmacopœial formulas prescribe a hyper-saturation of the citric acid with ferric hydrate before adding the ammonium. The most authoritative text-books, such as Pollacci's, advise, however, the addition of citric acid to the citrate of iron, until all the iron is combined with the acid, and then the neutralization of the compound with ammonia. Thus $(C_6H_5O_7)_2Fe_2 + (C_6H_5O_7)(NH_4)_3 = 733$. More exactly, this formula should be $(C_6H_5O_7)_2Fe_2 + 2C_6H_5O_7(NH_4)_3 = 976$. This salt may be considered as a mixture of ferric citrate and ammonium citrate. While apparently neutral, it is in reality acid.

Pharmaceutical Era, September.

Profitable Side Lines. By "Actinic."—The sale of photographic materials by the pharmacist can be materially promoted, according to this writer's experience, by the erection of a dark room and by advertising the fact to prospective patrons with the offer that any person buying a camera will be assisted in the loading of it and in its operation and also in developing and finishing the picture, free of charge. He made a sample print from the first attempt of every amateur whom he taught to use a camera and wrote "First Picture Taken by John Doe" in a prominent place on the card. He kept these on his showcases, and customers who were waiting for packages took pleasure, he says, in looking them over. In a book kept for the purpose he made out a list of persons known to take an interest in photography, and to these mailed new catalogues as frequently as received. By means of these and other devices the annual sales of photographic goods jumped from \$42.00, covering cameras and supplies, to over \$500.00. He advises the offering of a little free developer and considers it good advertising to urge amateurs to use the dark room freely. He has found the following formula satisfactory for developer:

Metol	grains 8
Hydroquinone	grains 10
Dried sodium sulphite.....	grains 80
Potassium carbonate.....	grains 60

To the Drug Clerk. By H. G. Schultz.—The author's views on the relations of the drug clerk to his employer and to the public are expressed in pithy sentences and much sound advice is given.

Profitable Five and Ten Cent Trade. By George W. Hague.—Formulas are given for such articles as "liver capsules," "laxative syrup," and "tooth-powder." The author's formula for tooth powder follows:

Precipitated chalk.....	ounces 4
Powdered castile soap.....	drams 2
Powdered cuttlefish.....	drams 4
Oil of cloves.....	drops 4
Solution of carmine, N. F.,	sufficient to color.
Listerine or any similar preparation.....	fl. dram 1

Advice to Boys and Young Men Entering Business. By James A. Shaw.—This is an article too general in its scope to permit of abstracting.—(Sept. 12.)

What is the Cost?—The author refers to the losses consequent upon neglect to take into consideration the cost of doing business in making sales. Some druggists in making sales think that so long as they obtain cost and by this they mean invoice cost, that they are doing well. But the author establishes the fact that actual cost to the druggist is invoice price plus one-fifth.—(Sept. 12.)

A Small Laboratory in a Small Town. By Olive Green.—This refers more particularly to a small pharmaceutical work shop and describes the various kinds of apparatus commonly employed, such as mortars, water baths and stoves.—(Sept. 12.)

Short Notes and Pharmaceutical Suggestions. By A.

B. Burrows.—The first point made relates to the necessity of placing tincture of iodine in the class where it belongs, viz., with the spirits. The author attempts to make this point by mentioning the official definition of a spirit as an alcoholic solution of a volatile substance; then if iodine is not more volatile than camphor he will withdraw his point. A numbering machine for prescriptions, which the author considers very handy, is one of the small rotating rubber machines which can be bought for twenty-five cents. He thinks every druggist should have a typewriter. Then he describes a new use for Hunt's Bottle Caps. He suggests reversing and placing them on the inside of round pill boxes. This, he says, makes a neat lining to the box and is much appreciated by customers. His suggestion regarding the manufacture of suppositories in cold weather will scarcely meet with universal approval, for he advises the incorporation of 25 per cent. of wheat flour and a little vaseline with the cacao butter.—(Sept. 12.)

How to Conduct a First-class Pharmacy. By Oscar H. Wilson.—In this article general directions are given for the care of the store, including its cleaning and dusting. The dressing of the windows is referred to as a most important detail, and hints are given for the display and arrangements of goods in the window. The author is opposed to the use of window strips, saying they spoil the appearance of the store and make it take on the appearance of a cut-rate grocery store. The druggist should prepare as many of his own preparations as possible, which, however, should not be sold when some other patent medicine or preparation is called for. The author speaks of the importance of having the prescription department as complete as possible. It should be provided with at least two counters; one to be used solely for compounding prescriptions, the other for various operations that are carried on about the store, such as percolating and filtering. The arrangement of bottles should make for the convenience of the dispenser. All corks and bottles should be arranged in drawers beneath the prescription counter, where they may be easy of access, separate drawers being provided for different sized bottles and so marked. A good desk is also a necessary adjunct to the prescription department and should contain space for the various books used in the store, drawers for bills and other purposes. The author has in his prescription department a neat device for getting rid of old paper, etc., which consists of a small wooden box with a lid built in the floor. This is connected with a chute which leads to the cellar and into a large bin, provided for that purpose. The paper concludes with a word regarding clerks. The proprietor cannot afford to employ any but the very best clerks, those who thoroughly understand their business, preferably college graduates, who are ambitious, honest and reliable.—(Sept. 19th.)

The Value of a Specialty. By Stylus.—The author advocates the manufacture of a specialty by the retail druggist and describes one of his own compounding and his method of advertising the same.—(Sept. 19th.)

Advertising. By Frank B. Styles.—Several methods of advertising, none of which are, however, remarkable for originality, are here set forth. The author believes in the use of type-written circulars and postal cards.—(Sept. 19th.)

Pharmaceutical Aspects of the National Tragedy.—This is a news article reviewing the work done by the hospital stewards and pharmacists who assisted in the surgical operation upon the late lamented President McKinley. It is illustrated with portraits of the two chief surgeons in attendance, of several Buffalo pharmacists, and of the pharmacist of the Emergency Hospital, on the grounds of the Exposition.—(Sept. 29th.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Perfuming Potassium Permanganate Solution.—C. E. asks for "some method of perfuming a solution of potassium permanganate."

It is difficult to name a substance that would answer this requirement, inasmuch as nearly all odoriferous substances are organic compounds that would be quickly destroyed or chemically changed by an active oxidant like this salt. As the solution is to be used as an injection, the perfume used must be non-poisonous and non-irritating. We have seen artificial oil of wintergreen used for the purpose indicated; the use of this oil is, however, open to the objection already noted, and the difficulties connected with perfuming a solution of the salt in question are well-nigh insuperable.

To Disguise the Odor and Taste of Creosote.—B. M. D. writes: "I would like a formula for an elixir or palatable mixture, not an emulsion, that will well disguise the odor and taste of creosote, to contain a minim of creosote to the drachm."

This amount of creosote can be perfectly dissolved in brandy, whisky, or dilute alcohol and may be flavored as desired with aromatics, as in the following formula:

Beechwood creosote.....	M32
California brandy.....	3iij
Syrup of ginger.....	3vi
Tincture of cinnamon.....	3ij
Oil of cloves.....	Mlv

Mix, adding the syrup last. Where the taste of creosote is objected to instruct the patient to take a pinch of salt on the tongue after each dose. Salt is very effective in "taking the taste out of the mouth." As is the case with codliver oil, salt, pepper and other condiments disguise the taste of creosote more effectually than do sweetening and fruit flavors. A teaspoonful of codliver oil mixed with a like amount of mild tomato catsup becomes really palatable and goes down so easily that the patient is usually greatly pleased at being enabled to escape the disagreeable taste of the oil; and in the same way from one to five minims or more of creosote can be effectually disguised in a spoonful of catsup.

Lead and Sulphur Hair Restorer.—J. W. C. —MacEwan gives the following as a typical formula for this class of preparation. The quantities are based on the results of analyses of the leading popular hair restorers:

Lead acetate.....	3iss
Lac sulphur.....	3iij
Glycerin.....	3x
Extract heliotrope.....	3ij
Water, to make.....	3x

Mix the powders intimately and rub up with the glycerin; gradually add the water, and lastly the perfume. The perfume may be varied to suit. The milk of sulphur should be the ordinary quality of commercial lac sulphur, as the pure precipitated sulphur of the Pharmacopœia does not mix well with water.

Potassium Permanganate Solution Treated with Oxalic Acid.—C. E. writes: "Will you kindly state if potassium permanganate, when its color is discharged by the Dispensatory process with sulphuric and oxalic acids, retain all of its medicinal properties?"

No, it does not. The process mentioned is the U. S. P. test for purity and is simply a method of measuring the strength of the salt by ascertaining the oxidizing power of

a given amount of it. The sulphuric acid is added to make the solution strongly acid and thus facilitate the reaction, while the oxalic acid is used as an oxygen carrier. Of course, the permanganate is completely decomposed in the process.

Non-Alcoholic Female Tonic.—C. E.—A standard formula for such a preparation is:

Cranp bark.....	3iv
Partridge berry.....	3iv
Poplar bark.....	3ij
Unicorn root.....	3ij
Cassia bark.....	3ij
Water, enough to make.....	ov

To the completed decoction is added 1½ pounds of sugar and 1 pint of alcohol. This is about the least amount of alcohol that can be used in making a preparation that will keep well. If an absolutely non-alcoholic preparation is demanded, the alcohol might be omitted and sufficient acetic acid used instead to preserve the decoction; just how much must be determined by experiment. The amount will not exceed that of the U. S. P. dilute acetic acid, and probably half that amount would be sufficient.

Cough Drops.—I. C. A.—The preparation of candy cough drops calls for the art of the confectioner rather than that of the pharmacist, since the latter knows little about "boilings" and the other technical processes of candy making. It is best usually to contract with a confectioner for these goods, the pharmacist furnishing the medicating compound.

A typical formula for a candy cough drop is the following:

Granulated sugar.....	lbs. 10
Brown sugar.....	lbs. 5
Extract liquorice.....	lb. 1
Paregoric.....	fl. oz. 4
Tartaric acid.....	oz. 1
Powdered ipecac root.....	oz. ½
Tinct. tolu.....	fl. oz. 1
Oil anise.....	fl. oz. ½
Cream tartar.....	oz. ½
Water.....	pints 4

Melt the sugars in the water and bring to a boil. Add the cream tartar and continue to boil to the degree of "crack;" incorporate the liquorice and continue the boiling for five minutes more, then pour out on a stone slab and work the remaining ingredients into the mass, finally running the mass through a machine mold cutting it into "drops."

Boiling sugar to the degree of "crack" is not a task to be lightly undertaken by the tyro, as it means continuous boiling at a temperature of 310° to 315° F. until the sugar becomes amorphous; and when a portion is tested by pouring on a cold marble slab the candy is hard, brittle and transparent. To attain this degree of heat the pot must be covered; if it becomes too hot the cover must be removed or slid partly off and it must be constantly watched lest it boil over. By his manipulation of the fire and the shifting of the pot cover the expert candy maker keeps just the right degree of heat without the aid of a thermometer with a dexterity born of long practice.

Tasteless Chill Cures.—W. B. D.—The so-called "tasteless" chill cures are far from tasteless, the name being indifferently applied to any malaria cure that lacks

the intense bitterness of quinine solutions. Bitterless chill cures would be a more exact name for them.

A well known formula is:

Quinine sulphate.....	3ss
Solution arsenous acid.....	3i
Syrup liquorice.....	Oil

Quinine, cinchonidine or cinchonine sulphate, with syrup of yerba santa, N. F., makes an effective chill remedy. Either of the salts named may be used alone, or the three may be combined, as in making alkaloidal elixir of calisaya. Two grains of quinine or of the mixed alkaloids to each drachm of the syrup is about the proper strength. In mixing the salts with the syrup, it is best not to rub them to powder, as this makes the mixture bitter. The alkaloid should be placed in a mortar and about a quarter of the syrup poured over it and mixed with the pestle, but without using pressure, until the mass of needle shaped crystals is thoroughly separated and well mixed with the syrup. Transfer to the bottle and rinse out the mortar with the remainder of the syrup. In administering it, the dose should be taken in the mouth direct from a spoon and washed down with a few swallows of water. If the dose be mixed with water the bitter taste is further developed.

Crab Orchard Salt.—G. W. S.—This salt, obtained by evaporating the water of the spring, is said to contain in each 100 parts:

Magnesium sulphate.....	88.16
Sodium sulphate.....	2.12
Iron peroxide.....	0.12
Potassium sulphate.....	4.79
Calcium sulphate.....	2.72
Calcium carbonate.....	0.23
Silicic and phosphoric acid.....	0.83

An artificial salt of similar properties may be made by mixing the following salts in the proportions given:

Magnesium sulphate.....	lb. 1
Sodium sulphate.....	oz. ½
Potassium sulphate.....	oz. 1
Calcium sulphate.....	oz. ½

PAMPHLETS, ETC., RECEIVED.

Department of Pharmacy, University of Dallas. Session 1901-1902. 292 Commerce street, Dallas, Texas.

Announcement of the Department of Pharmacy of the College of Physicians and Surgeons, of San Francisco. Fourth session, commencing October 1, 1901, and ending June 25, 1902. San Francisco.

We have received from the Pharmaceutical Review Publishing Co., 647 Third street, Milwaukee, Wis., a copy of the third revised and enlarged edition of "Popular German Names of Domestic Drugs and Medicines," by Dr. F. Hoffman. This is an alphabetically arranged list of such native names of German domestic remedies and medicines as have been adopted throughout the United States. By means of it pharmacists who are unfamiliar with the German language and the native German names of domestic drugs and medicines will be able to readily meet the demands for these remedies, and thus to secure and retain trade with German customers. The book will be sent post free at the price of 50 cents on application to the publishers at the address given.

The collection of book plates has always been a cherished fad of the bibliophile and volumes have been devoted to descriptions of the private book plates of collectors, many being remarkable for their artistic excellence. Some of the great names in pharmacy are known to collectors of book plates from the original designs which they have chosen in designing these plates. Recently the "Pharmaceutical Review" has published a series of reproductions of the artistic book plates of men eminent in pharmacy, and the series have since been published separately on heavy glazed paper, consisting of six reproductions of the most unique and artistic book plates ever published. The six copies can be had for 25 cents by ordering of the Pharmaceutical Review Publishing Co., 647 Third street, Milwaukee, Wis.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

THE HOLIDAY ADVERTISING.

IT is time to begin planning your holiday advertising campaign. This is apt to be deferred too long. You are not as busy now as you will be later and there is nothing to be gained by waiting.

You doubtless know by this time what you are going to have in holiday goods, and the earlier you get your advertising ready the better the work and results will be. Where stocks are at all extensive the advertising should begin by November 15. It pays to be early in the field, and it pays to keep ahead of your competition all through the campaign. The man who gets his story first before the people is quite apt to score a bull's-eye, because first impressions are enduring ones; people cannot forget when buying time comes.

An Advertising Puzzle.

Any one who is able to survey the general advertising field will be struck by some peculiarities that are hard to account for.

He will find the druggists of one region adhering to some peculiar type of advertising. He will find those of another State or locality displaying some other peculiarity. For instance, one wonders why, size, wealth and population of State considered, the druggists of Illinois do the poorest advertising done in the United States. Or why Pennsylvania druggists are prone to use too little newspaper space to do them any good. One or two inch "cards" prevail more in the latter State than in any other. There is much good advertising done in both these States, just as good as is done anywhere, but such advertising is the exception. Considered as a whole, these two States present the peculiarities noted. Other States present other characteristics, but none so marked, I think, as these two. I do not mention these puzzles with a view to solving them, that is not worth while. It will be well, however, to suggest that when you find advertising methods settled into a rut in any locality there exists an opportunity for many druggists in this region to make a hit by doing the unusual thing.



The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Watrous Drug Co., Mt. Hope, Kans.



CRITICISM AND COMMENT.

The Watrous Drug Co. send in the largest batch of advertising for this issue, a whole handful, much of it excellent, some of it poor, but, as a whole, better than the average. The paint ad, headed "Reasons Why," would have been an almost perfect one had the heading referred to paint. In its original form the display was as strong as the ad. It is in the matter of headings that there is the greatest chance for improvement in this advertiser's work. It is well to remember that while headlines are intended to catch attention, it is desirable that they arrest the attention of those who need the goods advertised. An ad should in a measure select and classify

its readers; this is an important mission of the heading.

The school supply ad has no heading at all except a large index. This ad, which occupied half a column, could have been as suitably or better displayed in half the space. In the present space four or five inches could have been devoted to a heading, and if for this purpose there had been displayed in big type the sentence in the middle of the ad, "Biggest tablet ever seen, for 5 cents,"

The Prize Advertisements.

REASONS WHY

There is no reason why you should buy your paint and oil of us unless you can get better goods for the same price, or a better price for the same goods than elsewhere. But that is the reason why you should buy of us. We are exclusive agents for Masury's Paints. They are the best that can be made and the result of over 50 years of continual experience in the paint business. They cover more square feet to the gallon, look better, last longer and spread smoother than any other paint on earth. That is our word for it. We can give you names of your neighbors who will verify it. Bring your figures to us. If we can't do the job for less than any other firm don't give us the job. We mean business. Do you?

WATROUS DRUG CO.

There has been a sharp advance on everything in the paper line from the cheapest to the best. School supplies in the way of tablets of all kinds are up. We anticipated this, and last May placed an order for our stock at prices that cannot be duplicated at present. The biggest tablet you ever saw for 5c. We have them in other sizes and prices, from a penny up. Slate pencils, lead pencils, sponges, tablets, ink, pens, penholders; you will find everything complete at

WATROUS DRUG CO.,

Next door to Post Office, Mt. Hope.

ONE WON'T DO IT ALL!

"One step won't take you very far,
You've got to keep on walking;
One word won't tell folks what you are,
You've got to keep on talking;
One inch won't make you very tall,
You've got to keep on growing;
One little 'ad' won't do it all,
You've got to keep 'em going."

One little pill won't do the work,
You've got to take another;
One dose of medicine, even good,
Is hardly worth the bother;
But whether pills or cures you want,
There is a place to get it,
It's in Mt. Hope, the name's below,
And you must not forget it.
WATROUS DRUG COMPANY.

it is certain that every reader of the paper who was at all interested in school supplies would have seen it. Then the heading alone would have made a good ad.

Mr. Watrous, like Silas Wegg, drops into poetry sometimes. These ads have little or no value. He has built an addition to one little stanza which has gone the rounds of the advertising press and which points a very good advertising moral. It is reproduced for the idea embodied, and to permit of a comparison of the merits of the two poets.

Level Headed Advertising.

C. N. Jeffers, Mayor of Yukon, Okla., and manager of the Settle Drug Store, sends in some advertising that indicates that the affairs of Yukon and the Settle store are looked after by a man who knows how. In the batch is a series of circular letters which show that this advertiser goes after the individual in a most effective way. One letter to newcomers is as follows:

We are glad to know you have lately located among us. When in Yukon come in and get acquainted, and make our store your headquarters.

Our store was established in the early days of Oklahoma (1891). You will find our stock complete—Drugs, Paints, Wall Paper, Toilet Articles and everything else usually carried in first-class drug stores. Our prices are the lowest.

Settle Drug Store,
C. N. Jeffers, Mgr.

Another letter starts this way:

We see you are making improvements on your home. Remember we sell Paints, Oils, Varnishes, Wall Paper, etc.

Then follows a good talk on the merits of the stock. Another letter tells about school supplies and gives attractive prices and special premium inducement.

This series shows that the advertising is timely, direct and intelligent. Such work cannot fail to bring results. The letters are apparently gotten out on a hectograph, and while they give evidence of being hastily written, are admirable in tone and statement.

Another evidence of good judgment is given in the reply made to the open attack of a competitor. Usually it is unwise to pay any attention to such an attack, but if the case were handled in all instances as this one there would be less objection to talking back. In this case the offensive ad of the competitor was reprinted in connection with the reply, which reply consisted of a very neat little lecture, kindly, and even generous, in tone. The soft answer is apt to cut deeper than the harsh one, it involves no loss of dignity and wins the case with the reader.

A Literary Ad.

Thomas Robinson, chemist and druggist, 28 West Nile street, Glasgow, does not follow the beaten track in his advertising. The following appears in one of the local papers:

"ANNUS MIRABILIS GLASGOVIENSIS, 1901."

Thanks to the prescient alertness of her municipal and commercial directors, Glasgow has practically appropriated the first year of the twentieth century to demonstrate to the world at large—by her triumphantly successful exhibition and the equally epoch-making ninth Jubilee of her University—her foremost position in the industrial and scientific arts. As evidence of her "up-to-dateness," pharmaceutically nothing more convincing could be adduced than the actually world-wide reputation and unassailable excellence of the undernamed

SUMMER DELIGHTS.

Then follow details of some of Mr. Robinson's more notable specialties.

Seizing the Opportunity.

EDITOR BUSINESS BUILDING:

The latter part of June my entire pharmacy was destroyed by explosion and fire, and I have been temporarily located in a dry goods store while a new building is being erected. Last week the glass in the windows was placed in position, watched by a crowd of spectators. I concluded that there was a chance for advertising. I prepared five large bristol board signs, one at each corner and one in the middle of the glass. The middle one was as follows:

"This store will be occupied by Reusswig's Pharmacy. Everything new but the name."

Other signs were of this sort:

"Little Liver Pills for big stomach ills, 10 cents."

"Quinine Hair Tonic, 50 cents. It pushes the hair through."

"Corn Paint for toe complaint, 20 cents."

The signs are attracting attention and showing results in my temporary and inconvenient location, so I can expect larger results from a continuance of the method after moving into the new room.

Somerville, N. J.

H. W. Reusswig.

Ice cream soda with crushed strawberries is the popular drink just now. When down town come in and rest while you enjoy a glass. It is as good as a spring tonic.—Schlotterbeck & Foss Co., Portland, Me.

National Association of Retail Druggists.

THIRD ANNUAL CONVENTION.

Buffalo, N. Y., October 10, 11 and 12, 1901.

IN the AMERICAN DRUGGIST for October 14th was published a summary of the proceedings of the third annual convention of the National Association of Retail Druggists at Buffalo, giving a fairly full description of the features of the meeting and including references to the various resolutions acted upon by the Association. It is gratifying to record the success of this meeting, which, despite some evil prognostications at the start, closed in a very harmonious way, the various warring factions uniting before adjournment in pledges of fealty and allegiance to the national organization for the coming year.

We preface our report with the text of the resolutions brought in by the Committee on Resolutions and adopted by the Association:

Resolutions Adopted by the Convention.

ORGANIZATION.

The secretary of the N. A. R. D. is instructed to proceed with the work of local organization throughout the country, subject to the action and approval of the Executive Committee, as rapidly as the condition of the finances of the association and the training of competent organizers will justify.

The secretary is authorized, with the approval of the Executive Committee, to employ such organizers as the territory to be organized may seem to require.

Inasmuch as formation of local associations and the adoption of schedules is calculated to bring immediate financial benefit to the members of such associations, it is directed that organization work should be as nearly self-sustaining as possible, and the secretary is authorized, with the approval of the Executive Committee, to provide for the collection from the members of such new associations of an organization fee, in addition to the annual dues to the N. A. R. D., of such amount as may be essential to meet, approximately, the cost of organizing the territory as thoroughly as it can be organized, and the secretary shall issue to all organizations that may be formed a certificate of membership for each of its members, which certificate shall also show the affiliation of the association with the N. A. R. D.

The organizers shall secure the adoption of a uniform schedule of prices by all organizations formed wherever practicable.

REDUCTION OF PRICES ON PROPRIETARIES.

Inasmuch as the N. A. R. D. has been largely instrumental in securing the repeal of the stamp act on proprietary medicines, the association feels strongly its right to expect that manufacturers who have advanced their prices to the retail trade to cover the cost of this tax should now reduce their prices to conform to those in existence prior to the imposition of the tax.

We commend the action of those proprietors who promptly reduced their prices when the tax was repealed.

The secretary is instructed to prepare a list of all proprietors who advanced their prices and have not reduced them since the repeal of the tax. The Executive Committee shall consider any special reasons given by each of these manufacturers who has not reduced his prices for not making the reduction requested, and the secretary shall transmit to the associations in membership the names of such manufacturers as have not reduced their prices, accompanied in each case by the recommendation of the Executive Committee in reference thereto.

NON-TRIPARTITE GOODS.

While the tripartite plan is intended to control the sale of proprietary goods only, the association desires to again commend the action of those manufacturers of pharmaceuticals and other products who have uniformly recognized the principles of the plan.

We renew our earnest recommendations that the goods of such manufacturers are entitled to preferential consideration at the hands of the drug trade.

This recommendation shall be brought to the attention of every association in membership by the secretary of the National Association.

THE N. A. R. D. PLAN.

The results of the cause and plans of the N. A. R. D. during the past year for the betterment of drug trade conditions is a practical demonstration of the benefits of organized effort, and furnishes gratifying encouragement for the continuation of those policies and plans.

We urge upon all manufacturers of goods sold to the drug trade and all jobbers the advantages to be gained from a loyal and vigorous maintenance of the plans jointly adopted.

Local associations not now reaping the benefits of the tripartite plan are urged to renew their efforts at organization upon such lines as will offer most satisfactory results, calling upon the secretary and the Executive Committee for such assistance as they may deem requisite to success.

In the enforcement of the tripartite plan all names intended to be listed as aggressive cutters shall be submitted to the Executive Com-

mittee, and the secretary shall duly list the names and notify the necessary persons.

NATIONAL LEGISLATION.

We commend the efforts of the Committee on National Legislation in securing the repeal of the stamp tax on medicinal preparations, and express our appreciation for the assistance rendered by the Proprietary Association of America, the National Wholesale Druggists' Association and other persons in accomplishing the repeal.

TRADE-MARKS AND PATENTS.

We reaffirm our declaration that it is an indispensable principle of public justice that the National Government should not grant a patent on pharmaceutical products themselves, but should confine such patent protection to the process of manufacture. To patent the product is to create a monopoly and retard progress in the healing arts.

The Committee on Trademarks and Patents, in conjunction with the Committee on National Legislation, is instructed to prepare and distribute to the organizations in membership, through the office of the secretary of the N. A. R. D., a memorial urging upon Congress favorable action on this subject. In the preparation of such memorial the said committee is requested to embody the suggestions contained in the proposed "Act Amending the Patent Laws of the United States" contained in the report of the Committee on National Legislation.

All associations in membership and all retail druggists are urged to promote such favorable action by Congress at the earliest date practicable.

GOVERNMENT COMPETITION.

In accordance with recommendations of the Committee on National Legislation concerning the manufacture of vaccine and biologic products, the association recommends that the bodies affiliated with the N. A. R. D. use their efforts with their respective Congressmen to secure the discontinuance by the Government of the manufacture of these products in competition with private enterprise.

FINANCES.

If it becomes necessary in order to promote most actively the work of the association, the Executive Committee may instruct the Secretary to ask for such contributions from the associations in membership as they may feel inclined to make.

CHANGES IN THE CONSTITUTION AND BY-LAWS.

We recommend that the second by-law relating to proxies be repealed, and that in future conventions of the association no proxies be accepted.

That Article III of the Constitution, On Membership, be amended by the substitution of the following section for Section 2:

"Section 2. Each State and local association shall be entitled to one delegate for each fifty members or fraction of fifty members. Such delegates shall be actively engaged in the retail drug business."

The only effect of the amendment here recommended is to change the basis of representation from one hundred members to fifty members, which under a form of local organization throughout the country would equalize the representation between the city districts and the country districts more nearly than under the present basis.

We recommend that the fourth by-law be amended to read as follows:

"Fourth. The fiscal year shall be identical with the calendar year, and the dues of the affiliated associations shall be payable at the beginning of the fiscal year. The collection of dues is placed in the hands of the Executive Committee, and the committee shall have the power to drop from the membership roll any association which has not paid its dues for any preceding fiscal year."

We recommend the forceful and able address of President Anderson, and recommend that the thanks of the association be tendered him for the duties of his office and the valuable recommendations contained therein.

The Proceedings in Detail.

FIRST SITTING, THURSDAY FORENOON.

The third annual convention of the National Association of Retail Druggists was held in Convention Hall, Buffalo, on October 10, 11 and 12.

William C. Anderson, president of the association, called the convention to order at 10:45 Thursday morning and introduced the Hon. Conrad Diehl, Mayor of the city of Buffalo, who welcomed the association and tendered the delegates the freedom of the city.

In responding for the association Vice-President James W. Seeley, of Detroit, returned thanks for the friendly words of greeting so cordially expressed, and made grateful reference to the open handed hospitality which the delegates had experienced on all sides since their arrival.

Welcome was also extended by representatives of the Erie County Pharmaceutical Association and the New York State Pharmaceutical Association, after which the assembled delegates listened to an address by David M. Cowan, of the wholesale drug firm of Plimpton, Cowan & Co., Buffalo, who spoke in behalf of the National Wholesale Druggists' Association.

Credentials from the American Pharmaceutical Association were presented and F. W. Meissner, Jr., of La Porte, Ind., responded in the following words:

I have the honor of representing perhaps the oldest pharmaceutical organization in America, the American Pharmaceutical Association, which will next year celebrate its fiftieth anniversary. While the N. A. R. D. directs its efforts to the improvement of commercial conditions, the American Pharmaceutical Association is essentially educational in its aims and objects. Both organizations are, however, linked inseparably together. Upon the prosperity of the National Association of Retail Druggists depends the growth of the American Pharmaceutical Association, and I would assure you that the organization I have the honor to represent hopes that the deliberations of this body may prove fruitful to the measure of the fondest expectations of those connected with it.

After the appointment of a Committee on Credentials Vice-President Seeley took the chair, while President Anderson delivered the

ANNUAL ADDRESS OF THE PRESIDENT.

The address began with a review of the work of the association during the past year, and touched upon the general policy of the association since its foundation. Mr. Anderson said that after three years of careful preparation the association had reached a critical point in its existence, and that it would be unwise and unsafe for members to ignore this fact. Every honest effort had been made by retailers to carry out their portion of the agreement involved in Resolution B, but the results had proven far from satisfactory. While the wholesalers had more staked upon the success of the plan than either of the other parties to the agreement, the occurrences of the past year had indicated that, although they had secured through the operation of the tripartite agreement the major part of the advantages, they had failed to keep their obligations when the further success of the plan required the least sacrifice on their part. The list of aggressive cutters had been used by some wholesalers merely as a means of gaining their trade. The distrust and antagonism between the wholesalers, exposed by the results of the past year, "foretells the failure of any plan the success of which depends upon loyal and concerted action on their part."

LACK OF HARMONY IN THE EXECUTIVE COMMITTEE.

In the first case of direct violation of agreement by a wholesale distributor the retailers desired to immediately apply drastic measures. The Proprietary Committee of the N. W. D. A. advocated a policy of conciliation, and through the influence of the chairman of the Executive Committee, who was also a representative of the N. W. D. A. Committee on Proprietary Goods, this policy was carried out. Eventually, however, appeal had been made to proprietors to enforce the plan after "the (N. W. D. A.) committee had plainly demonstrated its policy of delay and desired to relieve your Executive Committee from handling such affairs." At the January meeting of the committee the issue was plainly made, and the Executive Committee were informed that while the N. A. R. D. might suggest or request, the power to remove a name from the list of accepted jobbers was held by the Proprietary Committee of the N. W. D. A. Matters stood in this way until late in August, when the failure to remove names of offenders gave the appearance of protection to the wholesale interest rather than benefit to the retail trade, and late in August the N. A. R. D. committee made a peremptory demand that the proprietors do their duty and deal with refractory wholesalers as required under the tripartite agreement. Suf-

ficient time has not yet elapsed to judge of the results of this demand, but the president had no hope of any material benefits from it, expressing the opinion that "this or any other plan the provision of which offers many inducements for the exercise of selfish motives, and leaves so many channels through which violations of agreements can be conducted," and the success of which depends upon the sincerity and integrity of so many dealers, can never be a success in extending universal benefits to the retail druggists of this country. It is true that some local benefits have accrued in certain sections, but the benefit has been in no wise general, and has been secured at the sacrifice by others of their privilege of purchasing on the lowest terms. All of these considerations led the president to take up and discuss the Worcester plan, devised and put into force by Dr. Julius Garst. He proceeded to quote the various judicial decisions which had been rendered in support of the legality of this plan for price protection, and then laid before the convention the following plan in detail with the recommendation that it be adopted.

THE ADVANTAGES OF A PRICE RESTRICTIVE PLAN SET FORTH.

The value of a price restrictive plan is shown by the following:

1. Its success does not depend upon the veracity of any man or body of men, but is attainable through actual force of law.

2. The difficult and almost impossible tracing of goods is unnecessary, as disposing of them at less than the specified price with knowledge of the conditions of sale is sufficient cause for prosecution regardless of how they were obtained.

3. Notification of conditions of sale is valid, if served on dealers at any time whether goods accompany it or not.

4. It will not interfere with the progress made in any section but increase the opportunities of all.

5. It will stimulate old organizations and encourage new ones by giving something substantial in return for their labors and expense, and bring to the N. A. R. D. the support of every retailer in the land.

6. Besides restoring prices on most articles, it will do the retail trade a great service and place it in a position to act decisively by settling beyond a doubt that important question as to who of the proprietors are their true friends, and consequently entitled to their good will and support and who are not.

7. It avoids the possibility of a proprietor gaining the good will of the retailer through promises he may or may not keep, and places each in his proper and indisputable position before the retail trade of the country; an advancement which alone will enable the retailer to better his commercial condition by placing him in a position to favor those who favor him and oppose those who oppose him.

8. It will relieve the proprietors of much uneasiness and doubt by giving them the assurance that their advertising matter will be judiciously used, window displays of their products made, and their sales stimulated and business increased by the retail trade.

The interest of our affiliated associations will also relieve them from searching for violations, obtaining evidence, etc., and to a great extent the trouble and cost of prosecution for the equity of the plan demands that each shall do his share, and after the proprietor places his products on the market under a price restrictive plan, associations of retailers should see that it is made effective in their respective towns, cities, countries and States.

9. While the success of the plan depends to some extent upon successful prosecutions, experience has shown that, as a rule, these are necessary, the knowledge of the conditions of sale and possible consequences of violating the same usually causing strict adherence without a contest.

10. The fact that the retail price is fixed by the proprietors, and is universal, thus avoiding the possibility of competition and securing a better profit for all, has much influence in obtaining willing accord.

11. The interest of the jobber is protected, and he is placed in a position to do effective work for the proprietor and retailer; receiving his proper proportion of benefits, and at the same time being relieved of the disagreeable and in some instances detrimental cut-off list.

12. The benefits of the plan cannot be secured by any branch of the trade unless the retailer receives his just share.

The president said these facts showed that a price protection plan could be put in operation without interfering with any advantage that has been gained by the retail trade, and he recommended that all branches of the drug trade be relieved

from the provisions of the tripartite agreement and the following be adopted as:

THE N. A. R. D. PLAN OF PRICE PROTECTION.

ARTICLE A.

REQUIREMENTS OF PROPRIETORS.

Every proprietor of a patented or trade-marked article sold through the retail drug trade and advertised in any manner, to be sold at a stated retail selling price, shall:

First. Place within or upon each original package thereof a contract of the conditions of sale of the same nature as that passed upon by the courts in the Massachusetts suits instituted by Doctor Julius Garst.

Second. Place upon each one-twelfth dozen of all such goods (by printing or other method) a warning notice of the contract conditions of sale.

Third. Place upon all invoices or bill heads a cautionary notice of the contract conditions of sale as relating to specific proprietary preparations.

Fourth. That all price-protected proprietary remedies shall be sold at best discount quantity only through duly authorized wholesale drug distributors.

Fifth. All notices, forms or contracts, as required in paragraphs 1, 2 and 3 of this article, shall be approved by the Executive Committee and attorney of the N. A. R. D., or such officers as the Executive Committee shall select for that purpose.

ARTICLE B.

REQUIREMENTS OF JOBBERS.

The purchase and sale, as wholesale agents of price-protected goods, shall be confined to only such jobbers as agree:

First. To use, in filling orders for price-protected goods, only such invoices or bill blanks as shall have printed upon the face a notice of



JAMES W. SEELEY,

President of the National Association of Retail Druggists.

the conditions of contract under which the goods are sold, and upon the reverse side thereof, or properly attached thereto, a full and complete list of all protected goods to which such notice shall refer.

Second. That all notices or forms, as required in paragraph 1 of this article, shall be approved by the Executive Committee and attorney of the N. A. R. D., or such officers as the Executive Committee shall select for that purpose.

ARTICLE C.

REQUIREMENTS OF RETAILERS.

In return for benefits to be secured from action taken by proprietors and jobbers, as specified in Articles A and B, as also the financial co-operation stipulated in Article D, the retailers, as represented in their National Association, agree and promise as follows:

First. That whenever a price-protected article is called for by name it will be sold and delivered without any effort to sell any other in place thereof.

Second. To give preferential consideration to the goods of proprietors that are sold under price-protected conditions.

Third. That individually and collectively the retailers shall use their best efforts for a thorough and impartial enforcement of all protection contracts, gathering and submitting to the N. A. R. D. secretary, either directly or through their local associations, all such evidence of contract violations as they may be able to secure, and if called upon act as witnesses against contract violators.

ARTICLE D.

FINANCES.

To provide the necessary funds for the enforcement of this plan payments shall be made as follows:

First. Each proprietor of a protected article or articles shall pay to the treasurer of the N. A. R. D. annually in advance the sum of \$50.00 for the first article protected and \$25.00 for each additional article, not to exceed four additional articles, and shall receive the

benefits heretofore and hereinafter specified for any number of articles exceeding five in number for a payment of \$150.00 per annum.

Second. Each and every recognized jobber handling price-protected goods shall pay to the treasurer of the N. A. R. D. in return for the benefits heretofore and hereinafter specified the sum of \$25.00 annually in advance.

ARTICLE E.

PROCEDURE.

First. To secure precedents under price-protective conditions in all States and Territories of the United States, suits at law or proceedings in equity shall be commenced in such manner as may be decided by the Executive Committee of the N. A. R. D.

Second. Immediate co-operative action as conditions of finances warrant shall be taken by the N. A. R. D., through law and otherwise, as will secure the termination of price-cutting on all protected goods.

Third. All moneys received from proprietors and jobbers shall be held in a separate fund, to be used only for attorneys' fees, court costs and the legitimate expenses of litigation in maintaining protection contracts by action at law and proceedings in equity.

RECOMMENDATIONS TO RETAILERS.

For the further enforcement of price-protective conditions I would also submit for your consideration the following recommendations:

First. That there be not purchased, received on consignment, offered for sale, or sold, any new stipulated price article unless it be protected.

Second. That no advertising matter be distributed for, nor advertising assistance given to, any proprietary remedy having a recognized retail selling price unless same shall be protected.

Third. That as security for the keeping of pledges under the N. A. R. D. Plan of Price Protection, the same be added as amendments to our constitution and also become a part of the constitutions of each and every association affiliated with the N. A. R. D.

RECOMMENDATIONS TO JOBBERS.

First. That the following form of notice be adopted by jobbers individually and the same be printed on the face or front of all invoices or bill heads:

The proprietary goods named on the reverse side of this invoice are sold on the condition that they shall not be retailed for less than prices fixed by the proprietors, and the acceptance of the goods is an assent to the conditions of sale and is an agreement directly with the proprietors not to sell said goods at a less price than fixed by said proprietors, and the goods are returnable if the foregoing conditions are not agreed to.

Second. That the back or reverse side of all invoices or bill heads have printed thereon:

"A List of Price-Protected Goods," with suitable rulings, spaces or printing for additions to designate the name of each and every article sold under price-protected conditions.

RECOMMENDATIONS TO PROPRIETORS.

That the following forms of notice be adopted by proprietors individually and used in the manner respectively designated:

First. Notice to be placed within or upon each original package of price-protected goods, worded in substance as follows:

NOTICE.

All retailers of.....are hereby notified that all is sold subject to the conditions named in the following contract, said conditions of sale to remain in force until revoked by us.

.....Address.

CONTRACT.

Between the.....hereinafter called the "company," and the retail acceptor of goods made by it, hereinafter called the "acceptor."

As a part of the moving consideration for the sale made by the company to the acceptor, it is mutually agreed as follows:

a. The company agrees:

1. To sell goods of its make to the acceptor on the terms and conditions that he shall not sell said goods, \$.... size, for less than \$.... a single package, ... packages for \$...., ... packages, \$...., nor the \$.... size for less than the face price.

2. To buy back from the acceptor, upon written request, any of said goods at the net price for which they were sold to the acceptor.

b. The acceptor agrees:

1. Not to sell any of said goods, \$.... size, for less than \$.... a single package, ... packages for \$...., ... packages for \$...., nor the \$.... size for less than the face price, except re-sales to the company as hereinbefore provided.

2. That in case proof should be established that this contract has been violated by him, he agrees to pay the company dollars, that sum being the agreed amount that the company would be damaged by a breach of this agreement. This clause, as to the amount of damages, is inserted because it is recognized and agreed that a breach of this agreement would cause the company to suffer a material loss, and also that it would be difficult and usually impossible to prove the exact amount of such loss.

3. That the acceptance of any of said goods at any time or times shall be an assent on his part to the foregoing terms and conditions.

Second. Notice to be placed within or upon each one-twelfth dozen of price-protected goods, worded in substance as follows:

NOTICE.

All retailers of.....are hereby notified that all shall be sold subject to contract conditions regarding retail selling price, which shall be not less than that specified in said contract or upon each package.

Third. That the following form of notice be placed on the front or face of all invoices or bill heads:

All.....is sold on the condition that it shall not be retailed for less than the prices fixed by..... and the acceptance of goods is an assent to the conditions of

sale and is an agreement directly with said
not to sell said goods at a less price than fixed by said
....., and the goods are returnable if the foregoing
conditions are not agreed to. Wholesale distributors will
require the fulfillment of these conditions.

The address recommended that the secretary of the N. A. R. D. be instructed to furnish on January 1, 1902, each retail dealer in the country, through affiliated associations or otherwise, with a list of proprietors and wholesalers who have complied with the conditions named.

The president referred with gratification to the active part taken by the N. A. R. D. in the repeal of schedule B of the Stamp Tax, and thanked the pharmaceutical press for the valuable assistance it had rendered in the progress of the work. The fraternal relations of their body with the other national organizations had continued to be of the most cordial nature. Other points touched upon were the sympathy and good will of the Proprietary Association of America, their close relations with the N. W. D. A., and the disposition of the manufacturers of pharmaceuticals to assist them in every reasonable way. Lightly touched upon were the finances of the organization and the work of organization and representation.

HEATED DEBATE ON THE QUESTION OF REFERENCE.

Vice-President Seeley asked what disposition should be made of the president's address.

Lewis C. Hopp, of Cleveland, moved that that portion of the address relating to the new price protection plan be made a special order of business for the opening sitting next morn-



RUDOLPH S. VITT.

Treasurer of the National Association of Retail Druggists.

ing, the remainder of the recommendations to be referred to the Committee on Resolutions, as provided for in the by-laws.

John I. Straw, of Chicago, moved an amendment referring the entire address to the Committee on Resolutions, and supported his motion in a lengthy speech.

Wm. Muir, of Brooklyn, opposed the reference and said the association as a body was fully as competent to deal with the questions involved as any selected list of men on the Committee on Resolutions.

H. W. Rietzke, of St. Paul, moved as a substitute for the amendment that so much of the address as related to price protection be referred to a special committee to be appointed by the chair, to report at the first sitting next morning, but his motion was not seconded.

Walter H. Gale, of Chicago, offered as a substitute for all previous motions that the whole matter be laid upon the table until after the Committee on Credentials had made their report.

PRESIDENT ANDERSON TAKES THE FLOOR.

The president thereupon took the floor and made the statement that if the recommendations contained in his address were referred to the Committee on Resolutions he should reserve his right as president and the author of the recommendations to hold that portion of his address as originally made and not as brought in by the committee.

PRESIDENT ANDERSON MAKES HIS POINT.

The motion to lay on the table was defeated, as was also the motion to refer by Mr. Straw. The question then recurred to the original motion of Mr. Hopp, that that portion of the president's address relating to the new price protection plan be made a special order of business for the following morning at 10 o'clock and the remainder of the address be referred to the Committee on Resolutions. Mr. Hopp's motion was put and carried, scoring one for President Anderson at the start.

President Anderson here resumed the chair, and, after a motion calling upon the Committee on Credentials to make its report at the afternoon session, the sitting was adjourned.

SECOND SITTING, THURSDAY AFTERNOON.

The afternoon session was opened at 3.15 o'clock, President Anderson in the chair. On motion it was resolved to hold succeeding sittings at the following hours—viz.: 9 a.m. to 12 m., 2 p.m. to 6 p.m. and 8 p.m. to 10 p.m.

V. Mott Pierce, of Buffalo, was introduced as the delegate of the Proprietary Association of America, but retired in favor of his father, Dr. R. V. Pierce, who addressed the members briefly.

DR. GARST DISCUSSES THE WORCESTER PLAN.

Dr. Julius Garst was introduced as a manufacturer of proprietary remedies, and touched lightly in his remarks on the reluctance he had observed among proprietors to change their business methods. He said he hoped that the necessity of adopting a price-protective plan would soon be brought home to proprietary medicine manufacturers. Continuing, he said:

Seemingly there are some non-responsive proprietors. Some have had experiences that they could not relate in justification of their reluctance to change their plans for the disposition of their goods. They feel that they have much to risk and little to gain by any radical change. They are not to be blamed for their fears. If they admit that price protection is the right principle they may be regarded as lacking in courage if they do not adopt it as a policy notwithstanding the fears they may entertain that the retail trade might not reciprocate their efforts.

URGES THE ASSOCIATION TO MAKE HIS PLAN AN ISSUE.

Knowing the unwillingness of some prominent proprietors to take the initiative in the matter of price protection, I consider that it devolves upon this association to make proprietary price protection an issue, and this issue, if made, should be brought home to proprietors so forcefully that they will not disregard it. I believe that it is possible for you to show that the risk of non-price protection is greater than the risk of price protection.

HOW THE PLAN WOULD WORK.

As to the details of proprietary price protection, they are few and simple. If proprietary goods are sold with price restrictions, the only requisite to make them enforceable is to be able to prove that the retail buyer bought with notice of the conditions of sale. Documentary evidence is desirable to disprove any allegation of ignorance of the conditions of sale that any buyer might make. Documentary evidence can best be obtained by having notice of the conditions of sale on the goods and on the billheads of the wholesale agents that supply the retail trade. Notice can also be sent by mail and if necessary served by a constable.

THE DIPLOMACY OF THE PROPRIETARY ASSOCIATION.

Seven objections have been made to proprietary price protection as a policy. To my mind but one of them counts, and that is the difficulty of enforcing price protection single handed. It is to meet this objection that I have come to you. I went to the Proprietary Association four years ago and advocated making a test case. My proposition was placed in cold storage by being referred to the Executive Committee. I then made a test case at my own expense and again went to the Proprietary Association, hoping to receive co-operation from it. Your worthy president and delegates representing several thousand druggists supporting my position were given a respectful hearing, but price protection was again diplomatically rejected. I say this not to undervalue the Proprietary Association. In preventing unjust legislation and in co-operating with you in the repeal of the stamp tax, the Proprietary Association has done well—I owe much to it. The excuse has been made that it is not within the province of the Proprietary Association to co-operate with you in the matter of price protection. It appropriates \$6,000 a year to pay an attorney and appropriated \$500 for the Committee on Advertising. If the Proprietary Association were disposed to co-operate with you an appropriation would doubtless be made. I say this to disabuse your minds of any lingering hope you may have of winning the co-operation of the Proprietary Association.

THE WAY TO CO-OPERATE WITH PROPRIETORS.

The way for you to co-operate with proprietors is not collectively but individually. State your terms of co-operation and insist upon compliance therewith. Publish a list of preferred proprietary goods. Include therein only protected goods, and send it to every druggist in the United States. Give publicity to the friends of price protection and to their goods. Publicity is a mighty weapon. It has been used by cutters against you. It is high time that you should use it in your own defense, by inducing proprietors to protect prices.

REPORT OF THE EXECUTIVE COMMITTEE.

The report of the Executive Committee was then called for, and Chairman F. E. Holliday addressed the assembled delegates. He prefaced his report with a statement to the effect that his associates on the committee had failed to agree with his own conclusions, and had decided to present no report for the Executive Committee as a whole, but to allow Mr. Holliday to bring his report before the association as the report of the chairman of the committee alone.

The report began by reciting the fact that the committee had been working in the past in accordance with the Tripartite Agreement ratified at the Detroit Convention. The plan was then defined and its provisions described. Complaint was made that many local associations had neglected their duty in the matter of reporting cutters and their source of supplies. Satisfactory progress was reported under the operation of the plan, which, he said, had undoubtedly operated strongly to prevent the spread of cutting, besides suppressing cutting where it existed. The repeal of the war revenue tax was instanced as an example of the unity of action which prevailed among the three branches of trade. The attitude of the jobbing and manufacturing trade toward the N. A. R. D. and the tripartite plan was now more cordial and sincere than it ever has been. Outside of the city of New York, where local conditions have operated to complicate matters, there is very little violation of the plan. From a careful estimate of the prospective support for the coming year, Chairman Holliday deemed it advisable that the dues should be advanced to an amount more nearly approximating the necessary expenditures than is the case under the existing membership fee.

RECOMMENDATIONS OF THE CHAIRMAN.

The summarized recommendations of Mr. Holliday were stated as follows:

1. Organization for the succeeding year should be carried on in the larger cities, as well as in the rural districts, such



SIMON N. JONES.

Chairman of the Executive Committee, National Association of Retail Druggists.

organization in the cities to be under the joint direction of the Executive Committee of the National Association and the duly constituted representatives of the local druggists.

2. Consideration of an increase in the annual dues.
3. Notifications concerning cutters should be exclusively by the national officers.
4. A special committee to investigate the Worcester plan.
5. Consideration of the attitude of proprietors refusing to restore ante-bellum prices.
6. Authority to the Executive Committee to drop nonpaying members.

THE ASSOCIATION IN A CRITICAL POSITION.

In conclusion, Mr. Holliday said: "We all realize that this meeting is a critical one in the life of the association. We confess the weaknesses of plans we have been working under, but let us keep what we have, or at least as much as we can use and not throw everything to the winds, to wait a year or two before another plan is perfected. It is my hope that wise counsels may prevail, that we may get together and do our best to accomplish the greatest good for the greatest number of retail druggists throughout the country."

The president asked what disposition should be made of the report, which he dubbed "the minority report of the Executive Committee."

William Muir, of Brooklyn, asked if it was a minority re-

port, and if so, how many signatures were attached to it. He then answered his own question by characterizing it as neither a majority report nor a minority report. It was not signed, and was not the report of any committee. He moved that the report be received and placed on file, but Vice-President Seeley moved an amendment referring it to the Committee on Resolutions.

MR. HOLLIDAY EXPLAINS.

B. E. Pritchard, of Pittsburg, amended the motion to refer that portion of the report relating to the Worcester plan for action with the president's address at the first meeting next morning. This motion was adopted, not, however, before Mr. Holliday had had an opportunity of making a statement in regard to the manner in which his report was presented. He said in part:

The Executive Committee in session yesterday spent some time considering this report. It was not asked of the committee whether a majority or minority of the committee would sign. Some of the recommendations of the report are identical with those made in the president's address, and the report contains a summary of the work of the Executive Committee that is not reported elsewhere. It was finally proposed that as both sides of this question would be covered, one side by the report of the president and the other by my report as chairman of the Executive Committee, my report should be presented to you for consideration in connection with the address of the president. So far as I am concerned I would just as soon have it go to the Committee on Resolutions.

ANNUAL REPORT OF SECRETARY WOOTEN.

This disposed of, President Anderson announced the next order of business, which was the reading of the annual report of the secretary, a document covering some thirty-nine typewritten pages. The period covered by the report embraced thirteen months, the last annual meeting of the association having been held September 12-14, 1900. It was introduced by a review of the work transacted by the secretary's office in accordance with the resolutions adopted by the meeting.

Emphasis was placed by the secretary on the system followed by him in promoting the work of organization. Touching on this, the report said:

ORGANIZING LOCAL ASSOCIATIONS.

At the January meeting of the Executive Committee it was decided that the secretary should begin at once to put into effect the instructions of the association to begin the work of aggressive organization. Realizing as I did the enormity of the task, I insisted that a sub-committee of the Executive Committee direct my work and divide with me its responsibility. The committee decreed otherwise, and the work was placed entirely in my hands with very few instructions. I was told to begin by organizing the State of Indiana thoroughly, to go into other localities which needed immediately the services of the association on account of bad local conditions, and to leave every community that had been organized in the best condition possible with reference to prices.

That

THE KRAMER GIFT OF \$4,342.00

could not all be used for organization work had already become apparent. That it might be made to go as far as possible, I was directed to have the organizers solicit funds from prospective new members, the idea being to husband our resources on account of the greatness of the task we had undertaken. With this in view I was expected to make the work as nearly self-supporting as possible.

THE COST OF ORGANIZING.

In spite of our best efforts the work could not be made wholly self-supporting. Up to the present we have collected \$75.18 more than enough to pay the expenses and salaries of the organizers, but in order that the net cost of the association may be calculated, printing, stationery, extra office help and postage costing in the aggregate approximately \$700.00 should be charged up to this department, thereby making the disbursements exceed the collections by \$624.87.

WHAT IT COSTS TO BRING A SINGLE INDIVIDUAL INTO LINE.

The amount of money collected by the organizers from the new members brought in by them was \$11,326.60. Adding to this the cost of organization as before indicated (\$624.87) and we have a grand total of \$11,951.47, which represents the cost to the association of the 3,468 members brought by the organizers into affiliation with the National Association. Dividing the total expense by the total number of members added and we have a net cost to the association of securing these members at \$3.44 per capita. These figures will prove a surprise to many members of the association; that they will be the cause of some degree of disappointment is to be expected. It should not be forgotten, however, this total cost represents the work of securing in scores of places the adoption of price schedules on counter goods and prescriptions as well as proprietaries and as thorough an instruction in the plan of the N. A. R. D. as possible. The benefits which the retail druggists of the States organized have received could not have been secured by them in any other way, and abundant evidence exists that the great majority are not only well pleased with the results accomplished, but are extremely grateful to the N. A. R. D. for its interest and its good work in their behalf.

FRICTION AMONG THE OFFICERS.

It was made evident in the report that complete harmony had not existed between the secretary and at least two of the officers of the association—President Anderson and executive committeeman J. C. Perry, of Philadelphia. Mr. Perry was not pleased with the workings of the department of organization, and told the Executive Committee that he would engage to organize the entire drug trade of the United States at \$2.50 per capita, adding that he could make money by so doing. But Mr. Perry objected to the organizers doing any other than

organization work, so that his offer contemplated no such service as that which the organizers had been rendering the drug trade, consequently the relative cost to the association or to the individuals of the two kinds of service admitted of no comparison.

REPLIES TO CRITICISMS.

A considerable portion of the report was evidently of the nature of a reply to criticisms. After the organization work had continued a number of months dissatisfaction on the part of one or two members of the Executive Committee was manifested on account of the organizers continuing to use the expressions "admission fee," "organization fee," "membership fee" and other terms indicating that the amount collected in excess of fifty cents from the druggist of a given locality in which organization work was being pushed was a definite fixed charge which all new members would expect to pay. The dissenting members of the Executive Committee claimed that the making of such a charge was a direct violation of the intention of the association as expressed at the Detroit Convention.

PRESIDENT ANDERSON REFUSES TO SIGN A VOUCHER.

At this time Secretary Wooten began a series of reports to the committee on the subject, "Shall Organization Work Be Discontinued?" The same lack of definiteness which had characterized the utterances of the committee previously still left the matter in doubt until it was brought to an issue by President Anderson's refusal to sign the usual \$600 voucher for organization expense, which voucher was issued September 5.

EXECUTIVE COMMITTEE OVERRULES PRESIDENT ANDERSON.

On the resolution offered by Secretary Wooten, instructing Mr. Anderson to sign this voucher and all others needed for the prosecution of this work as long as it continued to be self-supporting, or until different instructions were received from the association, five members voted in the affirmative and two in the negative. Simon N. Jones, who voted in the affirmative, stipulated that the amount collected in excess of fifty cents should not be a demand made upon the prospective new members.

NUMBER OF ASSOCIATIONS IN AFFILIATION.

Mr. Wooten gave the number of State Pharmaceutical associations now affiliated with the N. A. R. D. as 33, and the number of local associations as 442. During the past year two associations had withdrawn from membership—viz., Delaware and New Hampshire. The disbursements of the secretary's office for the thirteen months beginning September, 1900, and ending October, 1901, amounted to \$18,885. Included in this statement of expenses were the expenses of the president's office, the salaries of the secretary and the treasurer, various committee expenses and the salaries and expenses of the organizers, the last two items alone amounting to \$11,493.67.

Secretary Wooten brought his report to a close by recommending that specific instructions be given the Executive Committee regarding the future work of organization, particularly with reference to the conditions upon which new members are to be received, and expressed his personal gratitude to the drug journals for the help they have given the association during the past year by the publication of editorials and new notes. In regard to its relations with the Executive Committee, he said that they had been for the most part harmonious, and he was entirely willing to credit the members with whom he had disagreed as to policies with a sincere desire to advance the interests of the drug trade and increase the effectiveness of the association.

After the passage of a vote of thanks to the secretary the report was, on motion of John I. Straw, of Chicago, referred for consideration to the Committee on Resolutions.

PRESIDENT ANDERSON CORRECTS THE SECRETARY.

President Anderson took the floor to correct an alleged erroneous statement in the report of the secretary relating to his attitude on the question of the charge made on local associations by organizers of an admission fee of \$3.50. Secretary Wooten had stated that President Anderson stood alone in his attitude respecting the illegality of this charge. President Anderson said he desired to be set right in the matter, since Messrs. Jones and Perry had agreed with him on this point.

Mr. Wooten said if the statement referred to had been made in his report, it was through error and not intentional. He had no recollection of making such a statement.

Wm. O. Frailey reported in behalf of the Committee on Credentials, and W. E. Bingham, his associate, read the list of accredited delegates. Several associations had failed to make payments for annual dues, and the status of delegates from

such associations was questioned. The report was recommitted with instructions to make a detailed report at the evening session, after which the afternoon sitting was adjourned.

THIRD SITTING, THURSDAY EVENING.

The evening sitting on Thursday was opened by President Anderson at 8 o'clock. The first business taken up was the Supplemental Report of the secretary, embracing a detailed account of organization work carried on during the past year under his direction by the chief organizer, Dr. Joseph B. Noel. Dr. Noel read the report and illustrated by maps suspended from the wall fronting the audience the condition in which he found the work in the various States.

REPORT OF THE CHIEF ORGANIZER.

Dr. Noel's connection with the N. A. R. D. began on January 26, 1901, at a salary of \$100 per month. He spent a week in Chicago under Secretary Wooten's instructions, and received practical teaching in the field from Organizer Prouty, of the



R. K. SMITHER.

First Vice-President of the National Association of Retail Druggists.

Chicago Retail Druggists' Association. The net result of twelve days' work in Indiana was stated as follows: Twelve days, including one Sunday, were given over to the work; one hundred and one druggists were in the territory covered by the association; fifty-six druggists were interviewed; forty-six members were secured; \$97 was collected at an expense of \$90.87, including his salary. The report went into details of the work of organizing in the various States. A total of seventeen men were employed and eleven of these were still in the service. Two hundred and forty-four associations were organized in eleven States, representing a total membership of 3,468, or an average of 14 1-6 members for each association. The cost of this was \$7,018.65 for expenses of the organizers. \$4,232.88 for salaries and \$700 for postage, literature and clerical help, making a total of \$11,951.47. The total amount collected by the organizers was \$11,326.60, of which \$645.35 had been collected in communities where organizations were in process of completion. This left a balance of \$10,681.25 which was collected from the 3,468 members, or an average of \$3.08 each.

PRES. ANDERSON WINCES UNDER DISAGREEABLE REFERENCES.

Various references in the report to the action taken by the president and by the Philadelphia member of the Executive Committee, tending to show that the work of the organizers and of the secretary had been unnecessarily hampered by these officers, were called in question by the president, who stated

that unless the report was that of an officer of the association such references to the actions of individual members of the Executive Committee were extremely improper. After a member had called the president's attention to the printed programme, on which it was plainly stated that the paper presented by Dr. Noel was the supplemental report of the secretary, the incident closed, and a motion to refer the report to the Committee on Resolutions was put and carried.

THE REPORT OF THE TREASURER

was then submitted by Charles T. Heller, of St. Paul. The report covered thirteen pages and gave a detailed statement of receipts and disbursements. The total receipts from dues amounted to \$6,462; donations, \$18,435; total, \$19,897. The balance on hand September 12, 1900, was \$1,126.49, making the grand total \$21,023.49. The disbursements were \$18,885, leaving a balance of \$2,138.49. Among the miscellaneous receipts accredited as donations were the following: Sterling Remedy Co., \$4,342; Charles Ryan, Springfield, Ill., \$5; S. J. Rowell, Excelsior Springs, Mo., \$2; J. H. Feltham, Springfield, Ill., \$2; D. Ransom, Sons & Co., Buffalo, N. Y., \$25; M. Harter, Milan, Ohio, 50 cents; S. G. Skidmore & Co., Portland, Ore., 50 cents;



THOMAS VOEGELI,

Second Vice-President of the National Association of Retail Druggists.

E. H. Cross, Gadsden, Ala., \$1; California Flg Syrup Co., San Francisco, Cal., \$25.

The report took the usual course, being received and referred to the Committee on Audits.

The complete report of the Committee on Credentials was then submitted by the chairman, as follows:

ACCREDITED DELEGATES IN ATTENDANCE.

The Committee on Credentials, W. O. Fralley, chairman, submitted a tabulated list by States of the delegates entitled to vote. There were in all 132 associations, represented by 207 delegates; 29 States and Territories were represented, besides the Dominion of Canada, and the American Pharmaceutical Association and the National Wholesale Druggists' Association sent delegates. The following is a complete list of the accredited delegates by States:

Alabama.—State association, C. B. Goldthwaite, Dave S. Bauer, W. Bingham.
 Arkansas.—State association, W. H. Skinner.
 Connecticut.—State association, Charles Fleischner, John W. Lowe; New Haven association, John W. Lowe.
 Delaware.—State association, Thomas B. Cartmell.
 Georgia.—State association, George D. Case, H. H. Arrington.
 Illinois.—State association, Albert Zimmerman, Jno. I. Straw, William Bodemann, Geo. A. Graves, Walter H. Gale; Warren, Mason, McDonough, Mercer, Knox and Henderson County associations, Albert Zimmerman; Carroll, Ogle, Rockford, Joe Davis, Boone and Freeport County associations, F. H. Worthington; Iroquois, De Kalb and Will County associations, George A. Graves; Vermillion County association, Lule F. Stuebe; Chicago, John I. Straw, George A. Graves, Wm. Bodemann, J. A. Van Nice, C. H. Avery, August Mers; Aurora County association, L. H. Rice; Tri-Cities, J. E. Klonze; Peoria City, Albert Zimmerman.
 Indiana.—State association, O. C. Bastian, D. H. Lohman, F. D. Warner, A. Timberlake; La Porte and Pulaski County associations, F. W. Meissner; Bartholomew and Hancock County associations, A. Tim-

berlake; St. Joseph, Kosciusko and La Grange County associations, O. C. Bastian; Ft. Wayne and De Kalb County associations, B. R. Noll; Fountain and Vigo County associations, Harvey S. Foulkes; Clay County association, F. W. Schultz; Wayne County association, Charles H. Callaway; Marion County association, I. N. Helms, J. M. Scott; Anderson City, I. M. Helms.

Iowa.—State association, John H. Pickett, O. O. Harlan; Clinton County association, H. W. Ludolph.

Kansas.—State association, F. E. Holliday, R. F. Bryant, H. W. Mehl.

Kentucky.—Louisville association, S. N. Jones, T. P. Taylor, Julius C. Vogt.

Louisiana.—New Orleans, George D. Feltner, E. A. Jurgielewicz.

Maine.—State association, D. W. Hazletina.

Maryland.—State association, H. P. Hynson, W. E. Brown.

Massachusetts.—State association, T. D. Herbert, Wm. D. Wheeler, T. H. Butler; Worcester County association, Peter B. Morlarity.

Michigan.—State association, C. F. Mann, P. Carr, D. E. Prall; Detroit and Wayne County associations, Alfred L. Walker, Jas. W. Seeley;

Lenawee County association, E. J. Shepherd; Saginaw, L. G. Moore;

Montcalm and Osceola County associations, J. W. Bullock; Isabella, F. W. Carr; Muskegon and Van Buren County associations, Alexander

Ackerman; Monroe, A. L. Walker; Gratiot County, C. E. Goodwin; Alpena, John T. Bostwick; Ingham County, L. C. Reynolds.

Minnesota.—State association, Charles H. Huhn, Charles T. Heller, H. W. Rietske; Minneapolis, Thomas Voegeli; Rice, Goodhue, Blue

Earth County and St. Cloud City Associations, Charles T. Heller; St. Paul, H. W. Rietske.

Missouri.—St. Louis association, R. S. Vitt, Theo. F. Hagenow; Montgomery, Marion and Pike County associations, R. S. Vitt.

Montana.—State association, H. M. Parchen, E. E. Gallogly.

New Jersey.—Union County association, Henry Schmidt; Camden, Mercer and Burlington County associations, George D. Borton; Jersey City association, John C. Gallagher; Hoboken association, J. Horstman; Essex County association, Albert Schurr.

New York.—State association, George Reimann, Thos. Stoddart, George E. Thorpe, Felix Hirsman, Wm. Muir, I. C. Chapman; Orleans County association, W. S. Milliner, Jr.; Erie County association, J. A. Lockie, R. K. Smithers; Syracuse association, Rufus E. Smith; Utica association, Wm. Watson; Chautauqua County association, F. E. Hatch; Dutchess County and Newburgh associations, Frank J. Schwartz; Binghamton association, Edward G. McKellor; New York Retail Druggists' Association, Joseph Weinstein; Kings County Society, W. C. Anderson, Wm. Muir; Allegheny County association, F. H. Mason; Manhattan Pharmaceutical Association, G. E. Schweinfurth, Geo. H. Hitchcock; Livingston County association, E. A. Bronson; Wyoming County association, E. Packer; Rochester association, H. B. Guilford.

North Carolina.—State association, F. W. Hancock, P. W. Vaughan; Durham association, P. W. Vaughan.

North Dakota.—State association, H. D. Haussamen, L. Christian-son.

Ohio.—Seneca and Sandusky County associations, G. W. Cunningham; Champaign, Columbus, Knox and Licking County associations, John Byrne; Green County association, Chas. Freericks, Jr.; Ohio Valley Association, E. Zorn, A. O. Zwick, Chas. Freericks, Jr.; Northern Ohio association, A. J. Laerl, C. W. Koons, F. A. Collins, E. C. Lindgren, Samuel Oubley, John E. Bartlett, E. R. Cooper; Henry County association, A. E. Yeager; Wyandotte County association, L. Z. Lantz; Hamilton association, Charles Krone; Northwestern Ohio association, Hugh Kirchmeier; Akron association, L. M. Laffer; Dayton association, M. A. Burkhardt; State association, L. C. Hopp, A. De Lang, John Byrne, M. A. Burkhardt, J. H. Von Stein, W. H. Miller.

Oklahoma.—State association, W. T. Mayfield, L. J. Hood.

Pennsylvania.—State association, Wm. McIntyre, W. O. Fralley; Norristown association, James C. Perry; Philadelphia association, James C. Perry, W. A. Rumsey, Charles Rehfuss, S. W. Strunk, Charles Leedom, H. L. Stiles; Lackawanna County association, D. J. Thomas; Berks and Lancaster County associations, W. O. Fralley; Erie County association, B. A. Smith; Allentown association, C. B. Shoemaker; Bethlehem association, E. P. Unangst; Luzerne County association, F. S. Nagle; Delaware County association, M. H. Bickley; Western Pennsylvania association, L. Emanuel, E. A. Shafer, B. E. Pritchard; McKeesport association, B. E. Pritchard.

Tennessee.—State association, B. H. Owen, G. B. Evans; Chattanooga association, E. M. Grove; Knoxville association, R. C. Kent.

West Virginia.—Wheeling association, W. C. Gordon.

Wisconsin.—State association, Wm. H. Barr, A. H. Hollister; Waukesha, Washington, Ozaukee County and Milwaukee City associations, John A. Martens.

National Wholesale Druggists' Association.—David M. Cowan.

American Pharmaceutical Association.—F. W. Meissner, H. F. Hasselbrock, J. W. Gale, W. L. Dewoody, Thos. Stoddart.

Canada.—Society of Retail Druggists, Province of Quebec, R. W. Williams.

Proxies: Connecticut.—John W. Lowe, 1. Illinois.—A. W. Zimmerman, 6; George A. Graves, 3; F. H. Worthington, 5. Indiana.—I. N. Helms, 1; A. Timberlake, 2; O. C. Bastian, 2; H. S. Foulkes, 1; B. R. Noll, 1; F. W. Meissner, 1. Michigan.—J. W. Bullock, 1; A. L. Walker, 1; Alexander Ackerman, 1. Minnesota.—Charles T. Heller, 4. Missouri.—R. S. Vitt, 3. New Jersey.—George D. Borton, 2. New York.—Wm. Muir, 1; Frank J. Schwartz, 1. North Carolina.—P. W. Vaughan, 1. Ohio.—G. W. Cunningham, 1; John Byrne, 4; Chas. Freericks, Jr., 1; M. A. Burkhardt, 1. Pennsylvania, Jas. C. Perry, 1; Wm. O. Fralley, 2; B. E. Pritchard, 1. Wisconsin.—John A. Martens, 2.

NUMBER OF PROXIES CARRIED BY STATE REPRESENTATIVES.

Connecticut	1	New York	2
Illinois	14	North Carolina	1
Indiana	8	Ohio	7
Michigan	3	Pennsylvania	4
Minnesota	4	Wisconsin	2
Missouri	3		
New Jersey	2	Total	51

PROGRESS OF NATIONAL LEGISLATION.

The report of the committee on national legislation was submitted by John Gallagher, chairman, as follows:

To the officers and members of the National Association of Retail Druggists:

Among the subjects to the attainment of which your Committee on National Legislation was to direct its best efforts was one of pre-eminent importance to us individually as well as collectively: The abolition of Schedule "B" of the Stamp Act of June 13, 1896.

THE WEARY WORK OF SEEKING REPEAL.

In November, 1900, word was received by us that the Ways and Means Committee of the House was to meet ten days prior to the assembling of Congress and consider the abolition or the repeal in part of the war revenue tax. Together with E. C. De Witt, chairman of the Committee on National Legislation of the Proprietary Association of America; Mahlon N. Kline, chairman of the Committee on National Legislation of the National Wholesale Druggists' Association; Geo. L. Douglass, counsel of the P. A. of A., and many proprietors, we assembled in Washington November 20, 1900, only to find that no more hearings would be granted. The members of the Ways and Means Committee were interviewed personally, and we received the assurance that our requests for relief would be duly considered and acted upon. A brief outlining our arguments for the repeal of Schedule "B" was drawn up and signed by the chairmen of the national legislative committees of the N. W. D. A. and P. A. of A. and the N. A. R. D. This was presented to the chairman of the Ways and Means Committee of the House. The report, No. 2016, of the Ways and Means Committee was submitted and referred to the Committee of the Whole. This report recommended the repeal of all of Schedule "B" excepting the tax on wines; great hope was thereby given that we would ultimately accomplish the objects of our mission. The bill, No. 12,394, 56th Congress, second session, passed the House, and when presented to the Senate was referred to its Finance Committee. While the bill was under consideration grave doubts were entertained on all sides that Schedule "B" would not wholly but only in part be repealed. In the latter part of January, 1901, the representatives of the many associations interested in the war revenue tax repeal again journeyed to Washington; among those present were President W. C. Anderson, of our association; E. C. De Witt, chairman of the Committee on National Legislation of the P. A. of A.; M. N. Kline, chairman of the National Legislation Committee of the N. W. D. A.; Geo. L. Douglass, counsel of the P. A. of A., and many others. Many conferences were held with the chairman of the Finance Committee and its various members; the final hearing was given before the committee; it was apparently their fixed opinion that the tax on proprietary goods be reduced one-half. After exhausting all efforts for total repeal, we induced them to make it 1 per cent; we felt that this would, in view of the circumstances, be a material gain. At no time was there a disposition on the part of the Finance Committee to burden with tax the retail trade. It was deprecated that the way was not clear to draft a law which would not be unconstitutional and yet exempt the retail trade from taxation. Many of the committees stated this, and added that considering the enormous profits of the manufacturers, that this tax should be theirs to bear. G. P. Englehard, who appeared before the committee in the interests of the retail trade, rendered valuable assistance to us. The bill, No. 12,394, as amended by the Senate, was referred to the House and not concurred in. This made necessary a conference committee of both houses; the committee from the House stood firm and refused to accede to the amendments passed by the Senate. Conferences were held and the pros and cons vigorously debated, until finally the Senate committee weakened and the bill as it left Congress was passed during the closing days of the session and signed by President McKinley. The law went into effect July 1, 1901.

\$4,000,000 SAVED TO THE DRUG TRADE.

Your committee can now report that the War Revenue Act, in as far as it affected the drug trade, is a thing of the past, a saving of about \$4,000,000 to the drug trade, the greater part of which was borne by the retailers. Special credit is due Secretary Thomas V. Wooten for the able assistance given to us in this work. We must emphasize that the repeal of this tax was accomplished mainly owing to the untiring efforts of the retail druggists affiliated with the N. A. R. D. The manufacturers and proprietors contributed a considerable share to our endeavors; numerous were the number of petitions sent to the members of Congress; the subject was thus thoroughly brought to the notice of the various committees, so that our work was greatly facilitated by the information thus given; of the drug press too much cannot be said in praise. The repeal of this tax exemplified the value of united effort in accomplishing what all wish—results.

THE MOVEMENT TO REVISE THE PATENT LAWS.

While engaged in the work of the repeal of Schedule "B" of the war tax, your Committee on National Legislation was apprised of the fact that the commission appointed to revise and amend the trademark and patent laws had made its final report. On page 5 of this report we note the following:

"We also held public hearings in Chicago, New York and Washington, which were largely attended, and at which a full opportunity was given for the expression of the views of all persons interested in the questions before the commission for consideration. We have, in making the recommendations contained in this report, taken into consideration the views expressed on these questions by the American Bar Association, the Manufacturers' Association of America, the Pharmaceutical Association (which we take to be the American Pharmaceutical Association), the Trade Mark Association, the Association of Retail Druggists" (evidently N. A. R. D. is meant).

Notwithstanding the consideration that the commission here assert of our views for relief, the only reference to our request that is made is contained on pages 81 and 82 of the commission's report, as follows:

"Classes of Invention Excluded from Protection."

"Under the United States Patent Law no class of useful invention is excluded from protection. The same is true of the laws of Great Britain and the British colonies generally, but many foreign countries exclude from protection one or more classes of invention. The class of inventions which more than any other is excluded from protection is that relating to medicine. It is excluded in Germany, France, Austria-Hungary, Italy, Japan, Denmark, Norway, Sweden, Portugal, Russia and a number of other countries. Other classes of inventions excluded from protection in many countries are foods, chemical products and inventions relating to war material.

"The exclusion from protection of inventions relating to medicines or foods does not generally extend to those relating to processes or apparatus for their manufacture. In all foreign countries which exclude chemical products from protection, except Switzerland, inventions relating to chemical processes may be patented, and in nearly all such countries it is expressly provided by law that a patent for a chemical process by which a new chemical product is made shall in effect cover such product, unless it is shown that such product was in fact made by some other process.

"It has been urged before us, both at the hearing above referred to and in written communications laid before us, that the United States law should be amended to exclude from patent pro-

tection both medicines and chemical products generally, at least so far as such inventions are the inventions of subjects or citizens of the foreign countries which exclude these classes of invention from patent protection, and it has been contended that subjects or citizens of foreign countries should not be permitted to receive in this country patents for inventions which are not patentable in their own country."

HOPES OF THE COMMITTEE DASHED—PROPOSED AMENDMENT TO THE FEDERAL LAW.

Nevertheless, no recommendation for the remedial legislation desired by us is made in the bills prepared by the commission submitted to Congress, to correct the shortcomings of our present patent and trademark laws. Our association waited for this report, hopeful that the justice of our claims would appeal to the commission as worthy of embodiment in the bills now prepared for consideration by Congress. As our hopes have not been realized, your committee recommends that strenuous efforts be made to accomplish the result that we desire to rid us of the piratical exactions of the coal tar exploiters of Europe. Efforts were made to see the chairman of the Committee on Patents, to whom the report had been referred; he was out of town. The session of Congress was so far advanced that nothing at the time could be done. The time is ripe for action, and therefore we present for your consideration the following amendment to the present patent laws that should, if it meets with your approval, be presented to Congress at its coming session:

An act amending the patent laws of the United States.—Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled: That Section 4,886 of the Revised Statutes, as amended by Act of Congress approved March 3, 1897, be and the same hereby is amended by adding thereto the following sentence: Provided, however, that this section shall not apply to such articles as are used for medicines, nor to substances prepared by chemical processes in so far as the invention does not relate to a definite process for the preparation thereof.

So that the section as amended shall read as follows:

Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had, obtain a patent therefor: Provided, however, that this section shall not apply to such articles as are used for medicine, nor to substances prepared by chemical processes, in so far as the invention does not relate to a definite process for the preparation thereof.

Sec. 2. That this act shall take effect..... and Sec. 1, amending Section 4,886 of Revised Statutes as amended by act of Congress, approved March 3, 1897, shall not apply to any patent granted prior to said date, nor to any application filed prior to said date, nor to any patent granted on such an application.

From the surprise expressed by the Finance Committee of the Senate that patented synthetics were exempt from taxation, we believe that but little trouble will be encountered in passing such a measure, if care be taken to present same in proper shape.

ON GOVERNMENT COMPETITION.

A matter that was brought up at our last meeting was the manufacture of vaccine and other biological preparations by the United States Department of Agriculture; at the last session of Congress an effort was made by the manufacturers to have the appropriation cut down; instead of a reduction the appropriation was increased. Owing to ill-health, the chairman of your committee while in Washington was unable to do anything in this matter. Your committee deem it advisable that at this time suitable action should be taken to prevent the United States Government, and State and municipal departments, from assuming the role of competitor. Their products are given to people well able to pay for them; these products have passed the experimental state, and it is manifestly against the policy of our Government that private enterprise should be thus thwarted in its efforts to obtain perfection of product, and at the same time be paying a tax to support governmental competition.

"TAX-FREE ALCOHOL" STILL THE CRY.

At the last session of Congress a resolution was passed authorizing the Finance Committee of the Senate to sit during the recess; a meeting will be called under the authority of this resolution some time this fall. There are several matters that are being pressed for consideration by various interests, but it is probable that the most important only will be taken up for formal legislation, and this, we believe, relates to the laws governing the manufacture and sale of distilled spirits. The operation of the present laws is very unsatisfactory to the Government, as well as to those interested in the handling of spirits. The main difficulty arising from the fact that the laws have been passed at various times without due regard for those already on the statute books, and that the result is a hodge-podge of legislation that it is important to have done away with. We are led to believe that the committee will go into the subject thoroughly, and hope to recommend a comprehensive bill to Congress when it meets in December. Herein is a field of action where the progressive spirit of our association may sow good seed and reap a most bountiful harvest. The use of distilled spirits enters so largely into our products that its exemption from taxation would confer a boon upon the retail drug trade. We should have tax-free alcohol for the use of the arts and sciences. We recommend, therefore, that prompt action be taken to communicate our views to the Finance Committee, and thereby drive the entering wedge that may lift the tax off this article, so largely used in our pharmaceutical products.

COMMITTEE NEEDS FUNDS TO PROSECUTE ITS WORK.

In conclusion, your committee desires to state that the nature of their work requires an adequate appropriation to aid it in its endeavors. This subject was referred to by your last Committee on National Legislation, and is repeated this year in the hope that the necessity of it will appeal strongly to this association as an indispensable requisite to accomplish results.

On motion the report was referred to the Committee on Resolutions, and the thanks of the association were tendered to Mr. Gallagher and his associates for their admirable work.

COMMITTEES ON RESOLUTIONS AND NOMINATIONS.

The roll of the States was then called and members named for the committees on resolutions and nominations. The roll call resulted in the following being selected. The first name is that of the Committee on Resolutions and the second the member of the Committee on Nomination. Where but one name appears the delegate acted upon both committees:

Alabama.....	C. B. Goldthwaite,	David S. Bauer,
Connecticut.....	Chas. Fleischer,	John W. Lowe,
Delaware.....	Thos. D. Cartmell,	Thos. D. Cartmell,
Georgia.....	Geo. D. Case,	H. H. Arrington,
Illinois.....	Walter H. Gale,	John I. Straw,
Indiana.....	I. N. Helms,	Otto C. Bastian,
Iowa.....	H. W. Ludolph,	A. H. Pickett,
Kansas.....	F. E. Holliday,	F. E. Holliday,
Kentucky.....	Simon N. Jones,	Simon N. Jones,
Louisiana.....	E. A. Jurgelwics,	G. D. Feltner,
Maine.....	W. D. Hazeltine,	W. D. Hazeltine,
Massachusetts.....	Wm. D. Wheeler,	Peter B. Moriarity,
Michigan.....	C. F. Mann,	D. E. Prall,
Minnesota.....	Thos. Voegell,	H. W. Beltz,
Missouri.....	R. S. Vitt,	Theo. F. Hagenow,
New Jersey.....	Geo. D. Borton,	J. C. Gallagher,
New York.....	Geo. H. Hiltchcock,	William Muir,
North Carolina.....	F. W. Hancock,	P. W. Vaughan,
Ohio.....	John Byrne,	Lewis C. Hopp,
Pennsylvania.....	Wm. O. Fralley,	H. L. Stiles,
Tennessee.....	R. C. Kent,	C. M. Greve,
West Virginia.....	W. C. Gordon,	W. C. Gordon,
Wisconsin.....	Wm. H. Barr,	Wm. H. Barr,
Province of Quebec....	R. W. Williams,	R. W. Williams,

COMMERCIAL RELATIONS—and Other Things.

The report of the Committee on Commercial Relations was then called for and W. E. Bingham, chairman, Tuscaloosa, Ala., responded. The committee congratulated the association on the progress which had been made since the last convention in adjusting commercial relations, and those of the allied branches of the drug trade. The repeal of the war tax was noted with satisfaction, and it was recommended that the association condemn in positive terms the action of a few prominent manufacturers who have failed to reduce their prices to the former level after the repeal of the tax. The committee asked for a careful discussion of the merits of the Worcester plan, but recommended that no hasty action be taken. The committee congratulated the members upon the fact that under the operation of the tripartite agreement the different branches of the drug trade had been drawn together as never before upon a basis of active and common effort. The report continued:

EXTENSION OF THE N. A. R. D. PLAN.

The plan upon which the N. A. R. D. has been working the past year includes as a matter of fact only proprietary medicinal articles. The association and its officers have, of course, endeavored wherever possible to extend the principles embodied in the tripartite plan to other articles seeking a sale over the counter of the druggist. This committee feels that while it is a question of policy as to whether the Executive Committee should be charged with an effort to extend the operation of the plan to other products, there should be no hesitation whatever on the part of local bodies that are members of the national association in calling upon manufacturers of such other products to meet substantially the principles of the tripartite plan as a reciprocal recognition of the services rendered to such manufacturers by the drug trade. In other words, the committee believes that while we should undertake as a national organization to do only definite things upon a definite plan, we ought as individual organizations to strengthen the general plan as much as possible by urging every manufacturer, large or small, upon every possible occasion to recognize the just business principles we have laid down.

The N. A. R. D. plan has had three years of trial, has had its successes and instances of non-success, but the former outweigh the latter, and we should feel encouraged to go on into the next year with a determination to make our commercial relations broader and stronger, to the end that the legitimate profits according to a proper conduct of the drug business may be more equally distributed among retailer, jobber and manufacturer.

A great drawback to closer commercial relations is treachery in the ranks of those composing the tripartite agreement and an apathy in some quarters to the work of the N. A. R. D. by the retail druggists.

It is absurd for any druggist or association of druggists to conclude that the work of the N. A. R. D. can be carried on to final victory when they refuse to give their financial and moral assistance to the association.

It is the organized efforts of the retail druggists that have so far gained the sympathy and co-operation of the manufacturer and jobber, and they will be faithful in carrying out their agreement with us just in proportion as they see in us a determined effort to carry out our part of the contract; it is therefore of prime importance that we should have no drones in our hive, and no traitors in our camp.

Let us adopt the sentiment expressed by E. C. De Witt, of Early River fame, in accepting the presidency of the Proprietary Association, when he used these cheering and prophetic words:

"I shall further endeavor to bring together these three associations of the drug trade, the wholesalers, the retailers and the proprietors, and band their respective associations into the closest harmony, feeling that our only hope of success depends on the closest alliance between these three divisions of the drug trade."

The report was signed by W. E. Bingham, chairman; W. C. Gordon, Sid. J. Coffee, Dr. M. L. Porter and F. B. Lillie.

The evening sitting adjourned at 10:45.

FOURTH SITTING, FRIDAY MORNING.

The convention was called to order promptly at 9 o'clock by President Anderson, who called for the reading of communications. Treasurer Heller acted as secretary in the temporary absence of Mr. Wooten, and read a proposition from M. M. Marcy, an advertising agent of No. 116 Nassau street, New York, to publish an official volume of proceedings, "together with the portraits of the officers of the association and all the ex-presidents and other prominent officials to date."

A SOUVENIR PUBLICATION.

In return for the exclusive privilege of placing appropriate advertising in the front and back parts of the book and of receiving the revenues arising from the same, with the exception of 25 per cent. of the net profits which would be turned over to the association, the publisher would agree to furnish 25,000 copies of the book for distribution among the members and friends of the association. It was understood that the work was to be the exclusive official report of the convention, and all work, including contracts and checks, was to be done in the name of the National Association of Retail Druggists.

On motion of Mr. Seeley the communication was referred to a special committee for consideration, and the president appointed the following as members of this committee, viz., Thomas Voegell, Minneapolis; A. Timberlake, Indianapolis; J. C. Gallagher, Jersey City. A communication was read from S. M. Kennard, president of the Louisiana Purchase Exposition Co., of St. Louis, in which the National Association of Retail Druggists was cordially invited to hold its annual convention in St. Louis in 1903. A similar communication on the same subject was presented by the St. Louis delegates, from the Business Men's League of St. Louis, C. P. Walbridge, president, and following this R. S. Vitt offered the following resolution:

INDORSING THE WORLD'S FAIR.

Whereas, A World's Fair is to be held in St. Louis in 1903 to commemorate the purchase by Thomas Jefferson in 1803 of Louisiana Territory;

Whereas, The United States Government has indorsed the fair and appropriated \$5,000,000 for general purposes and \$250,000 for a Government building and exhibit;

Whereas, The city of St. Louis has raised \$10,000,000 for the exposition and the State of Missouri \$1,000,000 for a State exhibit; and

Whereas, Other appropriations have been made for State and Territorial exhibits, assuring the success of the enterprise; be it therefore

Resolved, That the National Association of Retail Druggists indorses as a national and international enterprise the Louisiana Purchase Exposition and recommends to the retail druggists of the United States that they assist the managers of it in securing a display of the progress made in a hundred years in the arts and sciences and in all that tends to the development, security, prosperity and happiness of a great nation.

Resolved, That this association is in favor of holding its annual convention for 1903 in St. Louis during the World's Fair.

On motion duly seconded the various communications were referred for consideration to the incoming Executive Committee.

The report of the Committee on

Trade-Marks and Patents

was then presented and read by Lewis C. Hopp, chairman. The report contained a suggested amendment to the U. S. Revised Statutes, governing the issue of patents, and was referred to the Committee on Resolutions. Section 4896 of the U. S. Revised Statutes was cited as follows:

"Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvement thereof, not known or used by others in this country, and not patented or described in any printed publication in this or any foreign country, before his invention or discovery thereof, and not in public use or on sale for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law and other due proceedings had, obtain patent therefor."

ADVOCATES REVISION OF THE U. S. PATENT LAW.

The committee said there was no prohibition in the section as to foreigners, for they were included under the words "any persons," etc., and the committee suggested to procure an amendment to (1) this section so as to exclude foreigners from obtaining patents in this country which are not obtainable in their own country; (2) that adequate time be given to investigate the merit claimed by the inventor, so as to demonstrate that it is novel and thereby confers additional good on the country at large.

The committee recommended the appointment of a committee to draw up a circular of information for every druggist, and that the association appoint one member in each congressional district to present, agitate, prosecute and secure at-

tention from such Congressmen in behalf of the proposed amendments.

The reports of several committees were called for, but the various chairmen being absent no response was made, except in the cases of the Committees on Pharmacy Laws and the Committee on Form of Organization.

FOR A NATIONAL BOARD OF PHARMACY.

The report of the Committee on Pharmacy Laws was read by Secretary Wooten in the absence of the chairman. Attention was called to the increased recognition yielded to pharmacy within recent years, and a strong plea was made for the establishment of a national board of pharmacy, whose duty it would be to supervise the professional conduct of pharmacists generally, and have jurisdiction over the different State boards; and to issue examination papers at stated intervals to the several boards, which would have power to revise and amend the papers to meet the requirements of the various State laws. The interstate interchange of board certificates was advocated. A good word was said for the "model pharmacy law" of the American Pharmaceutical Association.



H. J. DIAMOND,

Chairman of the Arrangement Committee.

The secretary announced that several suggestions had been made relative to changes in the constitution and by-laws, but as it was stated that the same recommendations occurred in the president's address the suggestions were referred to the committee having that portion of the president's address under consideration.

The New Plan Advocated by Mr. Anderson.

President Anderson then announced that the hour had arrived for the consideration of that portion of the president's address relating to the adoption of the new price protective plan. In order to bring it properly before the meeting a motion was made to adopt it as read, which was afterward amended to provide for the reading and adoption of the plan, article by article. The convention then resolved itself into a Committee of the Whole, Vice-President Seeley taking the chair.

Article A of the plan was then read, and Mr. Muir moved its adoption, whereupon a long discussion ensued, Charles Fleischner, of New Haven, leading off with an inquiry as to whether the Proprietary Association of America had been consulted as to the adoption of the plan, or if the N. A. R. D. had any assurances whatever from manufacturers that they would carry the plan into effect. He asked if there was anything to compel the proprietors of patent medicines to make retail druggists distributing agents for their products. He considered it of vital importance that negotiations of some kind should be entered into with proprietors to ascertain whether they were in accord with the proposed new plan. Up to the present they had the assurance of only one manufacturer, and that of an article of little importance among the great mass of proprietary preparations. Without the co-operation of the manufacturers of proprietary medicines the N. A. R. D. would be powerless to enforce any plan it might adopt.

William Muir, of Brooklyn, attempted to reply to Mr. Fleischner's inquiries, the substance of which was that the National Association had a force behind it in the retail druggists of the country which could compel proprietary medicine manufacturers to adopt the plan, but his statement lacked clearness and coherency, and was far from convincing.

Thomas Stoddart, of Buffalo, opposed the idea of placing the enforcement of the plan in the hands of the Executive Committee of the N. A. R. D., saying: "I do not consider that it will be safe to place this in the hands of the Executive Committee of this association. We have been made the tools of the Executive Committee, and I, for one, will not indorse anything that is to be referred to a committee capable of hoodwinking this association."

R. K. Smither, of Buffalo, said the question in his mind was whether if this plan, as proposed, were adopted the association would really have anything when it got through. It was his understanding that Article A was in direct contravention to the anti-trust laws of some of the States. The N. A. R. D. was nothing, he said, unless it were national, and if a plan were adopted that could not be operated in one single State—though it might not be the State which he represented—he should consider himself recreant to his trust if he did not vote against that plan. He demanded to know whether those who were advocating the plan had considered whether or not it

could be operated, not simply in New York, but in all the States of the Union.

Lewis C. Hopp, of Cleveland, said the point made by Mr. Smither was a good one. He reiterated the statement that the association must be national or nothing.

B. A. Smith, of Erie, Pa., considered that the tripartite agreement had worked wonderfully well, considering the few years it had been in existence. "Three years," said he, "is but a short time for a retail druggist to get used to his surroundings in business. Three years is a wonderfully short time for a great and national association to achieve any considerable end. By adopting Article A you will establish the Worcester Plan, and I want to admonish you that you may be doing a thing which will be to your everlasting sorrow. The N. A. R. D., or tripartite plan, has not been a failure. I do not know of any similar plan that has given us so much advantage, that has helped the trade so much in Cleveland, in Buffalo and in Detroit, where everything was promiscuous and unharmonious. We have not full harmony, to be sure, but full harmony never will be established among men, because man is not a harmonious being." He closed with an earnest plea not to abandon the tripartite agreement in favor of any new and untried plan.

After some further remarks by other delegates, Mr. Smither moved that the committee rise and report to the association, with a recommendation to reconsider the action taken previously, and refer the whole matter to the incoming Executive Committee.

PRES. ANDERSON ACCUSES MR. SMITHER OF "SHARP PRACTICES."

This appeared to anger President Anderson, who accused Mr. Smither of sharp practice. He said: "I have seen sharp practices in my life, but this is one of the sharpest, and I, for one, propose that this committee shall stay right where it is, and discuss it until we come to a decision on it."

MR. SMITHER'S POLISHED RETORT.

Mr. Smither resented the imputation of the president, saying: "The gentleman who has just spoken and thrown a few darts at me, and who has the honor of sitting on the platform, referred to my motion as sharp practice. Mr. Chairman, we are Americans here, and any proposition that is made in the open, and submitted to the majority of votes, cannot be characterized as sharp practice. I do not know whether the gentleman [President Anderson] is actively engaged in the retail drug business or not, but my information as to the workings of the tripartite plan comes from actual participation in it and its application in a practical way to my business. Mr. Chairman, that is the way that the great majority of our members have become acquainted with the workings of the N. A. R. D. plan, and it is from that practical standpoint that we want to hear. Because I have not had the pleasure of participating in the conventions heretofore, it does not necessarily follow that I am unable to read the reports of the conventions that have appeared in the drug journals. It does not necessarily follow that I cannot appreciate their effects upon myself and upon my associates in the business.

I maintain, Mr. Chairman, that the gentleman who made this motion—for I only tried to dress it up into language that would be acceptable to the gentleman upon the platform who raised the point of order—I maintain that he made that motion in the utmost good faith. He addressed the association here in a conciliatory way; he urged that we stand together; that we should not allow the heat of passion to interfere with our good judgment; and if the majority of those present are in favor of reporting this back to the Executive Committee for mature and careful consideration, to be brought up before the association next year, I submit, Mr. Chairman, most humbly, that I am absolved from any 'sharp practice' in offering the resolution."

W. H. Gale, of Chicago, moved an amendment to Mr. Smither's motion to the effect that the matter under discussion be referred to the Committee on Resolutions, instead of to the incoming Executive Committee, to be reported back at a subsequent session.

William Muir, of Brooklyn, undertook to put Mr. Smither straight in the matter of President Anderson's standing as a retail druggist. He stated that Mr. Anderson was a retail druggist, the owner of a retail drug store, and had been one of the most active members of the N. A. R. D. since its organization.



E. W. RIETZKE,

Delegate from Minnesota

E. C. Lingen, of Cleveland, one of the spokesmen for the Ohio delegation, claimed the floor at this point to say that if the discussion in regard to the new price protective plan were to be smothered Ohio would not be responsible for her affiliation in the association. He said: "I am instructed to file notice that if the Worcester plan is juggled with or smothered Ohio will withdraw from the N. A. R. D."

This declaration on the part of Ohio did not agree with the temper of the gathering in the slightest, but was received with a tumult of hooting and derisive jeers, mingled with cries of "Shame, shame."

E. A. Jurgielewicz, of New Orleans, asked what the retailers of the country were to do if, after adopting the new plan, a majority of the proprietors should refuse to recognize it. Are we to get back at the proprietors or are we to submit right there and then? The law had been passed upon by a Massachusetts court, but this applied to only one State. Supposing the plan were to be adopted and the courts of Louisiana should decide against the legality of it, what would the association do for the druggists of Louisiana? Would it cast them adrift or advise them to take their businesses to another State?

PRESIDENT ANDERSON RECEDES FROM HIS POSITION.

After a good deal of discussion pro and con, at the suggestion of Mr. Vitt, President Anderson took the floor to explain how both plans might be retained, in the course of which he managed to recede in a more or less graceful fashion from the extreme position he had formerly occupied in recommending



LEWIS C. HOPP.

Chairman of the Committee on Trade Mark and Patents.

the utter abandonment of the tripartite agreement, and showed how the two plans might be reconciled. He said the new plan could be put into operation without interfering in the slightest with the operation of the tripartite agreement. He insisted, however, on reserving for the National Association of Retail Druggists the right to name legitimate jobbers, and he would provide that the Executive Committee should recognize as legitimate jobbers any regularly organized company doing a legitimate wholesale business and which confines its sales in accordance with the provisions of the tripartite agreement.

John I. Straw, of Chicago, deprecated the washing of any more dirty linen in public. It had been secretly charged that the Illinois delegates were present as enemies of the Worcester plan. Mr. Straw refuted this statement and said the delegates from Illinois allowed no man to do their thinking for them. The votes of Illinois were not in any man's pocket and they were committed to no particular plan.

William Muir came to the assistance of President Anderson at this point and showed a willingness to compromise, and at the suggestion of Mr. Straw he drew up the following resolution:

Moved that Article A be approved and referred to the Executive Committee, with power to enforce, when it sees fit, so much of its provisions as will not conflict with the tripartite plan.

The convention, which was sitting as a Committee of the Whole, then rose and reported to the association.

Thomas Stoddart moved the adoption of the report of the committee, and this being seconded and carried the morning sitting then adjourned.

FIFTH SITTING, FRIDAY AFTERNOON.

Owing to the prolongation of the forenoon sitting the delegates were slow in gathering, and as the president wished all of the members to be present when the remaining portion of

his new price protective plan was to be discussed, he suggested that miscellaneous business be considered, and the privileges of the floor were granted to Charles W. Parsons, of New York, who presented a written statement in behalf of I. J. Benjamin, embracing a proposition to establish a pharmaceutical journal to represent the National Association of Retail Druggists, to be styled the Journal of the National Association of Retail Druggists and be published monthly. The proposed journal would contain thirty-two pages or upward of pure reading matter in each issue. Mr. Benjamin, according to the statement of Mr. Parsons, offers to furnish all the capital necessary to establish and conduct the journal, to assume all necessary obligations and to pay semi-annually to the treasurer of the N. A. R. D. one-half of the net profits. This in return for a contract with him for a term of years, and on the additional agreement that there should be paid over to him a sum to be agreed upon per annum for each and every member of the N. A. R. D. for a subscription to the journal. [The promoters were evidently unaware of the fact that the N. A. R. D. was a delegate organization and that individual membership of retail druggists is not provided for, membership being confined to associations only.] The advantages which such a journal would bring to the organization were set forth at length, the following being a summary: (1) Starting with a large subscription list, its financial success would be assured from the start. Advertisers would see in this large subscription list a desirable medium for advertising. (2) It would save all expenses now incurred in connection with the use of printers' ink. (3) It would facilitate the work of organizing and bring the final end of complete organization close in sight from the start. (4) It would give to the 25,000 members (sic) an up-to-date publication, and in this way be an educational help of great power. (5) The influence of such an official organ would be great in pushing through any of the chosen schemes of the association.

In conclusion the promoters said that there were many other equally good reasons that would be sure to suggest themselves for the early establishment of an official organ such as that proposed by them.

Upon motion the communication was referred for consideration to the same committee having in charge the proposition from M. M. Marcy to publish an "official volume of proceedings, together with the portraits of the officers of the association."

PLAN AS MODIFIED ADOPTED.

The remaining portions of the new price protective plan advocated by President Anderson were then taken up, and Mr. Muir moved that articles B, C, D and E, respectively, be disposed of in the same manner as that observed with article A—namely, that they be adopted and referred to the Executive Committee, to be enforced in their discretion, and only where their provisions do not conflict with the operation of the tripartite agreement.

A number of representatives of the Proprietary Association were present at this sitting and were invited to address the gathering. H. L. Kramer, of the Sterling Remedy Co., was introduced and in the course of a well considered speech strove to impress upon his hearers the fact that every proprietor in the country was ready and willing to support the retailer in every just movement in which he was interested. As regarded the Worcester plan, he declined to be drawn into a discussion of it.

Dr. V. Mott Pierce hoped the association would not take any inconsiderate action or that the new plan would be pushed through by enthusiasts who had neglected to look at it in its legal aspects.

A. H. Beardsley, of the Miles Medical Company, Elkhart, Ind., said he had given the Worcester plan considerable study and had had opinions from attorneys, who were doubtful, he said, of the feasibility of the plan.

ANTI-TRUST LAWS AGAINST NEW PLAN.

George L. Douglass, the attorney of the Proprietary Association of America, was introduced. He explained that he was not there in a representative capacity, being merely a visitor to the Pan-American Exposition in Buffalo. In regard to the Worcester plan, he said there had been a decision by the Massachusetts court which fully sustained the theory upon which that plan was founded; but the law of Massachusetts was not the law of the whole country, else the plan would stand upon a pretty good foundation. In twenty or thirty States there are anti-trust laws in force which differ in their terms. In Texas, Illinois, Missouri, Iowa and three or four other States that he said he could name there were anti-trust laws on the statutes that in almost specific terms provided that a contract like that provided for in the new price protective plan could not be enforced. He did not wonder, therefore, that some of the manufacturers felt a hesitancy in adopting the plan.

Several members started in to question Mr. Douglass on subjects of a legal nature, but they subsided when President Anderson pointed out that Mr. Douglass might find it necessary to present bills for legal advice. The convention was also addressed by Mr. Clark, of the Paris Medicine Company; Mr. Kirby, of the Palmer Skin Remedies, and S. L. Calhoun, of the Foley Medicine Company, Chicago, congratulating the association upon its work in the past and assuring the support of their houses in the future.

N. A. R. D. WILL CONTROL LIST OF JOBBERS

President Anderson read a communication from the Omega Chemical Co., of New York, reciting the difficulties that this company had experienced in keeping their goods out of the hands of cutters.

As pertinent to the last communication E. C. Cooper, of the Northern Ohio Druggists' Association, introduced a resolution giving the Executive Committee of the N. A. R. D. authority to designate who shall be listed as legitimate wholesale druggists and to remove names from the list. The text of the resolution, which was adopted, reads as follows:

Resolved, That the Executive Committee have full charge and authority as to the recognition of wholesale drug distributors; and that the acceptance or continuance or otherwise of such persons, firms or corporations as comply with N. A. R. D. conditions in the conducting of legitimate wholesale drug businesses, be placed entirely in the hands of such Executive Committee.

The sitting was then adjourned.

SIXTH SITTING, SATURDAY MORNING.

The first business taken up at the morning sitting on Saturday was the report of the Auditing Committee. The committee, through H. H. Arrington, reported having found the books of the treasurer neatly and correctly kept, and that he had on hand the balance reported.

On motion of the chairman of the Auditing Committee the services of Charles T. Heller as treasurer were recognized by a rising vote of thanks, the motion being adopted by unanimous vote.

A PLEA FOR A NATIONAL CARD SYSTEM.

A. O. Zwick, of Cincinnati, made a plea for the introduction of a national card system. The Worcester plan, he said, takes care of the fixed price people, the tripartite plan defines their relations to the jobbers, but he would like to see produced a card from the N. A. R. D. without which no traveling man would call upon a druggist and try to sell him goods. The cards should be issued by the national secretary or some other appointed officer, approving of the policy of the house to which the card was issued. National cards were not to supersede the local cards, but local cards would only be obtainable upon the presentation of a national card. The cards would be issued upon the payment of a fixed sum, and Mr. Zwick thought they would be worth \$5 apiece.



A. TIMBERLAKE,
Member of the Retiring
Executive Committee.

Mr. Fleischner, of the Committee on Resolutions, stated that this was a matter that was being considered by his committee, and if Mr. Zwick would bring it up later it would be

considered with the report of the committee.

Mr. Zwick then branched off to another matter, in which he charged a well-known New York firm of jobbers with being discourteous to his local association. He also charged a well-known Philadelphia firm of manufacturers with supplying the firm of John D. Park & Son, of Cincinnati, with goods, and produced an affidavit from a salesman who had witnessed a shipment of goods to John D. Park & Son from the firm in question. It was shown that the Philadelphia firm were not in the tripartite agreement and the incident closed.

A report was then received from the committee having in charge the matter of the publication of a souvenir of proceedings and an official journal of the association. With regard to the first named proposition, the committee recommended that it be declined. The second was referred to the Executive Committee, the subject being deemed too big in scope to be considered by themselves.

RESOLUTIONS ADOPTED.

The report of the Committee on Resolutions was then called for, and on motion read and considered *seriatim*.

The report as originally presented was amended in various

particulars and finally adopted as printed in the introductory paragraphs of our detailed report of the convention.

Mr. Zwick again brought up the subject of a national card for salesmen and offered a resolution looking to its adoption by the N. A. R. D. Upon motion of Mr. Smither the motion to adopt such a resolution was laid on the table.

Thomas Stoddart introduced the following resolution, which was adopted:

Resolved, That before the Executive Committee of the N. A. R. D. send organizers into States the secretary of this association be instructed to communicate with the president of the several State organizations who are affiliated with this body, specifying the limits of the territory they desire to cover and obtaining the consent of their executive committees, so that no interference or trespass will be made upon the movements or welfare of the State body. By a combined effort the expenditure of four dollars will be reduced to a reasonable fee.

REPORT OF THE COMMITTEE ON NOMINATIONS.

The Committee on Nominations then reported through William Muir, chairman, submitting what he styled a majority and a minority report. The two reports differed only in one particular. The so-called majority report, which was signed by William Muir, chairman of the Committee on Nominations, and by John C. Gallagher, secretary, contained the name of F. E. Holliday for member of the Executive Committee. On the minority report this name did not appear, its place being taken by that of F. A. Hubbard, of Massachusetts. The "minority report" bore the signatures of William Muir, New York; P. B. Moriarity, Massachusetts; L. B. Cartmell, Delaware; H. S. Styles, Pennsylvania; D. W. Heseltine, Maine; Lewis C. Hopp, Ohio. In both reports it was recommended that Simon N. Jones be selected by the Executive Committee as chairman of that committee.

FIGHT OVER MR. HOLLIDAY.

The opposing forces in the convention then lined up for battle. A. O. Zwick, of Ohio, fired the first gun by moving the rejection of the majority report. The point of order was raised that where a majority and a minority report are presented before a body the minority report must be considered first. The chair decided the point of order not well taken. John I. Straw moved that the majority report be adopted in place of the minority report. The chair ruled that the only motion before the house was that the majority report be rejected. Roll call was then asked for, but before this was taken Mr. Muir demanded to know if Mr. Holliday was eligible for election, since the by-laws state that delegates must be actively engaged in the retail drug business. The chair decided that as the Committee on Credentials had admitted Mr. Holliday, by the adoption of their report by the association Mr. Holliday became a member of the body and was entitled to any office in its gift. R. K. Smither, of Buffalo, suggested that the point raised by Mr. Muir should be extended to others besides Mr. Holliday, his intention evidently being to single out Mr. Muir for attention as a delegate not actively engaged in the retail drug business, but the decision of the chair made this unnecessary.

The roll of States was then called upon the motion to reject the majority report and resulted in a vote of 57 in favor of the motion and 111 opposed, whereupon the chair declared the motion lost. It was then moved to adopt the majority report of the Committee on Resolutions, which was done.

On motion of Mr. Fleischner the rules were temporarily suspended and the various officers, excepting the Executive Committee, were elected by individual affirmative ballots cast by the secretary.

It was moved and seconded that the members of the Executive Committee named in the report be voted upon separately, the opponents of Mr. Holliday being determined to fight him to the last ditch. The roll call of States was called and a ballot taken, which resulted in the election of Mr. Holliday by a vote of 102 to 36. There being no objection to the other nominees, the rules were suspended and the remaining candidates for the Executive Committee were elected by acclamation.

OFFICERS ELECTED.

The officers chosen to serve during the ensuing year were then named, as follows:

President, James W. Seeley, Detroit, Mich.
First Vice-President, Robert K. Smither, Buffalo, N. Y.
Second Vice-President, Thomas Voegell, Minneapolis, Minn.
Third Vice-President, B. E. Pritchard, Pittsburg, Pa.
Secretary, Thomas V. Wooten, Chicago, Ill.
Treasurer, R. S. Vitt, St. Louis, Mo.
Executive Committee: Simon N. Jones, Louisville, Ky.; F. E. Holliday, Topeka, Kan.; J. C. Gallagher, Jersey City, N. J.; W. E. Bingham, Tuscaloosa, Ala.; F. W. Meissner, La Porte, Ind.; Charles Fleischner, New Haven, Conn.

RESOLUTION OF THANKS.

A resolution of thanks to the druggists and citizens of Buffalo was offered by George W. Cunningham, of Fostoria, Ohio, and adopted, in the following terms:

Resolved, That the thanks of the N. A. R. D. be extended to the druggists and citizens of the great city of Buffalo for the kind and courteous treatment which has been accorded us at their hands during our sojourn here, and that we go to our respective homes with pleasant recollections of our magnificent and profitable meeting, feeling that it was good to be here.

INVITED TO MEET IN NEW ORLEANS NEXT YEAR.

Invitations to hold the next meeting of the association in the city of New Orleans were presented by Messrs. Feltner, of Louisiana; Case, of Georgia, and Bingham, of Alabama. On motion they were referred to the Executive Committee with a recommendation that they receive careful consideration.

The ceremony of installing the officers then took place, and immediately before the convention adjourned a number of the delegates representing different States arose and pledged anew the allegiance and loyalty of their associations to the national body. Among those who spoke were A. O. Zwick, of Ohio; W. O. Frailey, of Pennsylvania; J. N. Helms, of Indiana; J. A. Lockie, of New York; R. R. Williams, of the Province of Quebec, Canada; F. W. Hancock, of North Carolina, and W. C. Anderson, of New York.

INCIDENTAL TO THE MEETING.

Although the druggists and other citizens of Buffalo had only the most limited opportunity for entertaining the delegates, owing to the almost exclusively business character of the convention, advantage was occasionally taken between sittings for extending various courtesies, and numerous were the offers of carriage drives, etc., which were gratefully accepted by the delegates so far as attendance on the sessions permitted. H. J. Dimond, chairman of the Local Committee on Arrangements, was assiduous in his attentions and was the object of many kindly expressions.

The delegates took a "night off" on Friday and attended a complimentary entertainment given by the Erie County Pharmaceutical Association at the City Convention Hall. Many of the local druggists attended with their families, ladies being especially numerous among the audience. The programme comprised songs, recitations and musical selections, which were admirably rendered and evoked unstinted applause. The hit of the evening was made by J. A. Lockie, the well-known Buffalo druggist and president of the Erie County Pharmaceutical Association, who appeared in a humorous character sketch entitled "Dr. Quack." Over his ordinary attire he wore a long white dust coat, which descended to his heels, this being topped with a stove-pipe hat of an ancient vintage. In response to an encore he gave a witty monologue, fairly crammed with jokes, some of them being of a distinctly pharmacopolitical flavor, as when he told the audience of an occasion in the meeting when "the factions got together and used

a little of the Muir-iatric strength administered by a Straw." Some of his other jokes had a more reminiscent flavor, were, in fact, highly suggestive of that esculent fruit sometimes referred by botanists to the *Castanea vesca* var. *Americana*, which we will do him the justice to say were well disguised.

Miss Daisy Dawson, whose name did not appear on the printed programme, but was introduced by Thomas Stoddart, "by request," as the "Scottish Queen," came onto the stage dressed as a boy, in complete Highland costume, with kilts, sporran, skeep dhu and all, and after dancing the Highland fling gave an exhibition of the Highland sword dance, and fairly fascinated the audience by the grace and agility of her movements.

Miss Gertrude Tischendorf, a soprano with a voice of singularly pure quality, sang two very pleasing selections, "The Rosary" and "The Red, Red Rose," and received an encore.

G. A. Schwab, the Western New York representative of Max Zeller, wholesale druggist, of New York City, played a violin solo with rare skill and delicate execution.

A jolly gang of twenty delegates, who were introduced as the "N. A. R. D. Quartette," marched onto the stage and sang the following original composition, causing unbounded merriment:

For the love of our profession
We all came to Buffalo,
To attend on the Convention
And see the Pan-Am. show.

We've had a lively session,
Though we compromised, 'tis true,
And the honor of the work
To Straw and Muir is due.

When we heard the com-mit-tee on "well," "well,"
The fun did come, for the beer began to tell.
Then our nightin-Gale did sing,
And Gallagher did swell.

There was a hot time in Buffalo last night,
My baby McIntyre of Penn-syl-van-i-a.

T. V. Wooten, our noble Secretair;
And then there's Anderson,
Who doesn't want the chair,
And our Dimond gives us a hot time to-night.

A light luncheon was served in one of the anterooms and the Welch Grape Juice Company served grape juice free to all.

Although no official badge was provided the delegates from St. Louis, R. S. Vitt and T. F. Hagenow, saw to it that none was neglected in this respect, and nearly every delegate wore a handsome blue silk badge suspended from an ornamental brooch. The badge bore the lines "N. A. R. D., Buffalo, Oct. 10-12. We want you at the World's Fair, St. Louis, in 1903." The brooch bore a beautifully engraved five-pointed star, three of the points containing the flags of Spain, France and the United States, while portraits of Thomas Jefferson and the Emperor Napoleon figured in the other two, and within the circle forming the center of the star was shown a colored map of the Western Hemisphere, with the Louisiana Purchase Territory of 1803 displayed in red.



DELEGATES TO THE THIRD ANNUAL CONVENTION OF THE N. A. R. D., BUFFALO, OCTOBER 10, 1901.

The National Wholesale Druggists' Association.

TWENTY-SEVENTH ANNUAL MEETING.

Old Point Comfort, Va., October 15, 16, 17 and 18, 1901.

THE frank and fearless attitude assumed by the representatives of the National Association of Retail Druggists in discussing the Tripartite Plan was the most interesting feature of the meeting, and it is gratifying to record that the representatives of the retail trade were met in an equally frank and most friendly manner, the vigorous and decisive resolution of instruction for the Board of Control offered by Colonel Purcell being evidence of the sincerity of the N. W. D. A. in its desire as a body to support and enforce the Tripartite Plan.

THE GATHERING.

THE gathering of the members and delegates to the twenty-seventh annual meeting of the National Wholesale Druggists' Association began earlier than usual, some arriving at Old Point Comfort, Va., as early as Saturday, October 12, though the meeting did not begin until the following Tuesday morning. A large number of members arrived on Sunday morning on the Old Dominion steamship Jefferson from New York City direct, and the AMERICAN DRUGGIST special train from Chicago came in with some fifty or sixty members on Sunday night. By Monday noon the Hotel Chamberlin, which was opened for the occasion, began to fill up. The larger part of the delegations from New York and from Philadelphia and Washington arrived on Tuesday morning, filling up the corridors with a throng of ladies and gentlemen exchanging greetings after a year of separation. The weather, which on Sunday and Monday had been most inclement, changed, the brilliant sunlight and crisp, fresh winds inspiring every one with good nature and cheerful anticipations—anticipations which were fully justified by the natural beauty of the surroundings and by the interesting character of the programme of the meeting, which follows:

Programme.

TUESDAY.

MORNING—First Session, 10.30 a.m.

AFTERNOON—Second Session, 2.30 p.m.

Dress Parade, Fortress Monroe, 5 p.m.

EVENING—President's reception, 9 p.m., and hop, Chamberlin Hotel.

WEDNESDAY.

MORNING—Third Session, 10 a.m.

AFTERNOON—Trolley ride, 3 p.m.

To Soldiers' Home, Normal School at Hampton, and St. John's Church.

EVENING—Entertainment at hotel by Polk Miller. Cake-walk, etc.

THURSDAY.

MORNING—Fourth Session, 10 a.m.

AFTERNOON—Fifth Session, 3 p.m.

EVENING—Banquet at hotel, 7 p.m. Ladies are invited to attend the banquet.

FRIDAY.

MORNING—9 a.m., sharp, trip up James River on steamer "Pocahontas" to Jamestown.

The immediate proximity of Fortress Monroe gave an opportunity for the members and the ladies of the party to enjoy the spirited ceremonials at one of the largest forts on the Atlantic Coast, and the officers stationed at the fort were most hospitable and courteous. Besides the regular guard mounts and dress parades, Colonel Gunther, the commanding officer, was kind enough to order on Wednesday afternoon the performance of the impressive ceremony, "escort to the colors." Special band concerts were also provided on the parade ground and were heartily appreciated. The hop following the president's reception on Tuesday evening was held in the beautiful ball room of the Chamberlin, the music being furnished alternately by the military band from the fort and by the orchestra. At the Hampton Normal Institute, which was visited on Wednesday afternoon, four of the colored students with excellent voices sang a number of negro melodies, and on Wednesday evening Polk Miller entertained the members for two hours in a most delightful and unique manner with negro dialect songs and stories.

The banquet was excellent and well served, and two of the speeches made, those of Mr. Faxon and of Hugh Gordon Miller, were most brilliant orations which would have commanded attention and aroused enthusiasm in any audience, however critical.

On arriving at Jamestown Island Friday morning, some three hours' sail up the James River from Old Point, the members gathered at the foot of the grass covered earthen slopes of the old, abandoned fort, in front of the ruined brick tower which marks the site of the old church, which stands upon the spot on which was erected the first place of worship on American soil. Near the landing still stands a house erected in 1640, the oldest habitable house in America.

The comfort and pleasure of the visitors were most assiduously looked after by the local Entertainment Committee, and Mr. and Mrs. Taylor, Major and Miss Randolph and Colonel and Mrs. Purcell were so thoughtful, so courteous and so considerate in their hospitality that the visitors all felt a sense of personal obligation to them for the pleasures of the meeting.



WILLIAM J. WALDING.

President of the National Wholesale Druggists' Association.

Mr. Walding, the newly elected president of the N. W. D. A., is an excellent representative of that class of business men whose interests should be paramount in an association of wholesale druggists, for his business is confined exclusively to the purchase and distribution of drugs. His firm, Walding, Kinnan & Marvin Co., of Toledo, Ohio, are in the strict sense of the term wholesale druggists, neither manufacturing on the one hand nor selling at retail on the other. In commenting on this feature of their business Mr. Walding said: "We do a strictly legitimate wholesale business. We furnish our customers anything that they want, and always furnish *precisely* what they order. We handle all the standard brands of chemicals and of pharmaceuticals. If a customer orders a brand that we happen to be out of at the moment we get it for him immediately regardless of expense. It sometimes costs us twice as much to furnish a customer a small package of some particular brand ordered as we receive for it, but I think this is a slight matter as compared with the advantages derived from having pleased a customer. There is plenty of room for the wholesale druggist who keeps strictly within his own legitimate sphere."

Mr. Walding's own success proves the truth of this theory. He was born on January 22, 1853, in Ohio, and has always lived in that State. He entered the retailing business as a clerk in Fostoria in 1867, and in 1871 entered the employ of Armstrong, Cobb & Co., of Toledo, the predecessors of the firm of Strong, Cobb & Co. In the spring of 1874 he went to Toledo to enter the employ of the firm of Plain, Williams & Co., where he remained until they retired from business in January, 1877. In the following May he organized the firm of W. J. Walding & Co., dealers in druggists' sundries, essential oils, etc., but not handling heavy chemicals. In the following year the firm were reorganized under the name of Walding, Kinnan & Marvin, and extended their line, becoming general wholesale druggists. In 1892 the business was assumed by a stock company under the name of the Walding, Kinnan & Marvin Co., a few of the older employees becoming stockholders. The business has grown steadily and the firm now occupies a building 226 feet long, 40 feet wide, five stories high, and with cellar and subcellar, which is fitted with every convenience desired for the prompt dispatch of business, the store being a model in this respect.

Mr. Walding has always been active in organization work, having been one of the organizers of the Ohio, Kentucky and Indiana association of jobbing druggists and also of the Lake Erie Jobbers' Association, and has served as president of both associations. He is essentially a working member of the N. W. D. A., having done yeoman service on the Proprietary Committee almost ever since its organization. He rarely speaks on the floor, but is an earnest, able and effective committee worker, and is most highly esteemed by those who know him best.

The Proceedings.

WHEN President William J. Walker rapped for order at the opening session of the twenty-seventh annual meeting of the National Wholesale Druggists' Association in the parlor of the Hygeia Hotel, at Old Point Comfort, on Tuesday morning, October 15, he was confronted by a representative gathering of wholesale druggists from every section of the country, the South being much better represented than at any previous meeting for many years past.

Mr. Walker introduced Edgar D. Taylor, chairman of the Entertainment Committee, who in turn presented to the members Hugh Gordon Miller, of Norfolk. Mr. Miller, who is Assistant United States District Attorney, on behalf of the local authorities welcomed the members to the hospitalities of Old Point. He said he had been presented with a book of coupons and that he anticipated great pleasure in clipping these coupons, as this was an occupation entirely new to him, though the fact that these were entertainment and not United States coupons put a somewhat different phase on the matter. He did not understand why he was called in in this case, unless it were that, being a doctor of laws, the members might be desirous of procuring a prescription to prevent them from getting into legal squabbles. One piece of legal advice which he offered to the young men in attendance, he being himself a young man and a single man, was that they should not endeavor to levy attachments on any of the sweethearts of the Norfolk and Newport News druggists. He also wished to caution the young men of the association against the naval and military officers, whose attractions were so great that it was very difficult indeed for any civilian to make headway against the men in uniform. Mr. Miller said, in fact, that he proposed inaugurating a movement looking toward putting the United States District Attorneys in uniform, in the hopes that in this way he, as Assistant United States District Attorney, might have some chance in competition with the men in the other branches of the Government service. After issuing this warning, however, he wished in the name of the United States Government to welcome the members to the reservation, and in the name of the citizens of Virginia to welcome them to this historic spot, the cradle of the American Republic. But a short distance away from this place lies Jamestown, where was held the first representative assembly for government by the people on American soil; William and Mary College, the oldest institution of learning within the borders of the United States, was almost within sound of his voice. Near by was the old and historic church at Hampton, from whose wall still hangs a cannon ball fired by Lord Dunmore. Within sight was that spot upon which the Monitor and Merrimac engaged in that eventful combat which not only settled the destinies of the United States, but inaugurated a totally new era in naval warfare. He would not have his hearers think, however, that the glories of Hampton Roads were merely the glories of the past, for the cities grouped about this magnificent seaport, the finest seaport harbor in the world, are growing more rapidly, probably, than any other group of cities in the United States. The value of property in the city of Norfolk had increased over 100 per cent. within the past decade. At Newport News the greatest coal docks in the world are kept busy night and day shipping many million tons of coal annually. With the magnificent shipping facilities afforded at Newport News over \$14,000,000 worth of American products had been exported in one year. These attractions and all of the natural beauties of the location were laid before the members for their enjoyment and recreation.

At the request of the president M. N. Kline, of Philadelphia, responded on behalf of the association, expressing his regret that the absence of the eloquent member from the Northwest, to whom the mind of all must now revert, had allowed the duty of responding to the address of Mr. Miller to fall upon his shoulders. He was particularly embarrassed in being called upon to respond to an address so eloquent and so eloquently delivered, though he had not expected any other kind of welcome in a State whose name was synonymous with hospitality and all of whose sons were endowed with the divine gift of oratory. The preceding speaker had little known how great was the need of the association for legal advice, for had he known this he would not have been surprised that a lawyer should be called upon. As chairman of the Legislative Committee and of the Committee on Suits Against Members he could testify that the association had practiced at the bar for some years, but unfortunately their practice had been on the wrong side of the bar. While Mr. Miller had depicted the advantages offered by Norfolk in such glowing terms that all the members felt tempted immediately to remove to that glowing seaport, he nevertheless felt that Mr. Miller might, possibly with advantage, consult with some of the associate members of the

association if he desired to advertise this town, for among these would be found many past masters of the art of advertising. That the members appreciated the charms of this Old Point Comfort and the delights of Virginia was amply demonstrated by the frequency with which this State had been selected as a place for holding meetings.

Mr. Taylor, for the Committee on Entertainment, announced the fact that the American Bell Telephone Co. had proffered to the members the free use of its lines from 6 in the evening until 9 in the morning during the meeting of the convention.

The calling of the roll being dispensed with, ex-President Weller took the chair and President Walker presented his annual address, as follows:

Address of the President of the National Wholesale Druggists' Association.

The president referred to the wonderful commercial prosperity of the country, and, after explaining the cause of the change of place of meeting, said:

Special sympathy has been extended by our members to those whom the great calamity of fire has overtaken, resulting in the loss of busi-



W. J. WALKER,
Retiring President of the N. W. D. A.

ness and anxiety not compensated by insurance. To our ex-president, Thomas F. Main, especially have our sympathies been extended in the great catastrophe which in a few hours wiped out of existence an honorable business of many years' standing. It is my privilege at this time to voice the sentiment of our members in testifying to the universal respect in which he is held both as a merchant and a man, and to extend to him our best wishes for his future success.

The stamp tax which in the past has been frequently discussed and protested against has been happily removed, to the great joy of all the parties upon whom it was so great a burden. The thanks of all are due to the Committee on Legislation, and especially to the chairman, Mr. M. N. Kline, for the time, energy and wisdom he contributed to the desired result.

Our finances are in a healthy condition, as you will learn from the report of the treasurer. Our expenses have increased during the past few years owing to an increase in our working staff, but I have yet to see the jobber who does not acknowledge that the yearly payment to the N. W. D. A. is the best expense investment of the many he is called upon to make.

Death has been busy with our membership, and some of those who have met with us in the past have been called away from their friends and the activities of life.

BENEFITS DERIVED FROM THE N. A. R. D.

The association still maintains and emphasises the position it has advocated for years, that the sale of proprietary articles at best discount should only be to jobbers who will faithfully carry out such conditions as may be imposed by the proprietors. It is gratifying that there are so many proprietors who recognise the justice and fairness of this method of distributing their goods, and in behalf of the jobbers generally I urge upon those proprietors who have not yet placed their sales department in harmony with this modern and enlightened method of controlling the sales of their articles to accord to the jobber his just dues as a general distributor by designating recognised and reputable wholesale distributing agencies. This method of sale has been recommended to the proprietors by the N. A. R. D., and is an essential part of the plan under which many of the leading proprietary articles are now sold. The jobbers believe in the cause of the retail dealers and that they are entitled to and should receive a liberal compensation in the handling of all proprietary goods. The jobbers are ready, anxious

and willing to do everything in their power to make the retail dealers prosperous, and look forward to the time when the vexatious question of cut prices and the deprivation of profits to which the dealers are entitled shall be permanently remedied. That this difficult question will be satisfactorily solved there can be no doubt when we consider the improved trade conditions since the organization of the N. A. H. D. The retail dealers are in earnest, know what they want to accomplish, and are endeavoring by intelligent and proper action to bring about needed changes. Their great methods of organization, education and conciliation have been eminently successful, considering the work undertaken and the few years of organized endeavor. The jobber as an individual and the jobbers as a voluntary association will cheerfully carry out any reasonable conditions imposed by the proprietors that will aid in bringing about the desired result. My attention was called by a member some months ago to a new organization of manufacturers and the desirability of having a committee confer with that association in our mutual interests. There was no standing committee to which the subject could be properly referred. With the growing tendency of our age to consolidate large business enterprises, I would suggest the advisability of the appointment of a new standing committee, consisting possibly of a member from each local association, to confer with the various business consolidations as occasion may require. We have a large distributing power, and arrangements for distribution with a satisfactory profit could often be obtained if properly presented by a committee representing practically the entire drug jobbing trade of the United States.

DEVELOPMENT OF THE FRATERNAL SPIRIT.

A notable work of the year has been the development of a fraternal spirit, as a result of meetings in which competitors have been brought together socially. The dealers in competition with each other in large cities and districts have overcome their distrust of each other and have ceased, in some instances, unprofitable practices. Misunderstandings that might have led to serious results or demoralization of prices have been explained and harmonious relations restored. That there is further need of the cultivation of this spirit will be readily conceded when one recalls the articles sold at cost or at a slight advance over cost, or the large number supplied at a profit that does not cover the expense of conducting business. This "waste of competition" is making serious inroads in the profits that legitimately belong to the jobber, and it would be most desirable where these conditions prevail to abandon such ruinous and unprofitable competition.

In conclusion, I wish to express my thanks to Mr. Taylor, the chairman of the Committee on Entertainment, for his willingness to accept and carry on the work which made our meeting in this beautiful place possible.

The address was referred to a committee composed of James E. Davis, of Detroit; W. S. Mersereau, of New York, and J. B. Purcell, of Richmond.

The president announced that he had received credentials for delegates from the American Pharmaceutical Association and read the list of these delegates, calling upon Chas. H. Holzhauser, of Newark, chairman of the delegation. Mr. Holzhauser made a few brief remarks acknowledging the intimacy of the relationship between the interests of the N. W. D. A. and the A. Ph. A. Colonel J. B. Purcell, at the request of the president, responded on behalf of the Wholesale Association, assuring the A. Ph. A. that the N. W. D. A. was always ready and willing to stand by it. He said that he realized the fact that the A. Ph. A. was strenuously upholding the honor of the business in which all were engaged, and he further realized that whatever was for the best interests of the A. Ph. A. was likewise for the best interests of the N. W. D. A.

George J. Seabury, of New York, was called upon to speak for the delegates of the New York State Pharmaceutical Association.

Lucien B. Hall, of Ohio, was asked to respond on behalf of the association, and made a few remarks agreeing in the main with Mr. Seabury that the maintenance of cordial fraternal relations was very necessary. Mr. Hall said that all must be honest and faithful. There are faults on both sides, and these faults must be amended. The jobber feels that he has grievances, and this feeling is shared in by both the retailer and the manufacturer. To adjust these grievances requires honest and faithful co-operation on the part of all concerned.

Gerhard Mennen, of Newark, was called upon to speak as a delegate for the State of New Jersey, which he did quite briefly, being responded to on behalf of the association by C. W. Snow, of Syracuse.

Col. J. B. Purcell moved that the duly accredited delegates be invited to take seats on the floor and to participate in the discussion, which motion was concurred in.

S. E. Strong, of Cleveland, presented the following report as treasurer:

Report of the Treasurer.

CASH RECEIPTS.

Balance on hand, as shown by last report.....	\$1,777.96
Contributions from non-members who pay an amount equal to annual dues.....	100.00
Initiation fees 29 new members.....	290.00
Annual dues, 217 active members.....	10,850.00
Annual dues 184 associate members.....	8,680.00
Special contributions of members and others.....	8,560.00
M. N. Kline, chairman Legal Defense Committee.....	351.69
C. R. Shoemaker, chairman Proprietary Committee, for sales of rebate lists.....	479.95
Interest earned on bank deposits.....	204.23
	\$21,293.83

CASH EXPENDITURES.

General expenses.....	\$2,403.24
Proprietary Committee.....	15,325.60
Committee on Membership.....	2.50
Committee on Arrangements.....	8.75
Committee on Rates and Routes.....	35.62
Committee on Legal Defense.....	1,053.55
	18,824.33

Balance now on hand, for which find check herewith....\$2,469.48

The president announced the receipt of a telegram conveying greetings from the Moffat-West Drug Co., of St. Louis, and from W. A. Hover, of Denver, who was deterred from attendance on the meeting by the serious illness of his child. M. N. Kline presented the regrets of a veteran member, George A. Kelly, after which the first session adjourned.

SECOND SESSION.

Tuesday Afternoon.

The second session of the meeting was convened in the sun parlor of the Chamberlin, a circular building on the end of the pier running out into the bay from the hotel. The change did not impress the members favorably, however, the glare of the reflected sunlight and the inferior acoustics of the room rendering it undesirable as a place of meeting, a fact which was demonstrated by a practically unanimous vote to hold the remaining meetings in the Hygeia Hotel when the chairman of the Committee of Arrangements, Mr. Taylor, asked for an expression of opinion as to choice of meeting rooms.

REPORT OF THE COMMITTEE ON MEMBERSHIP.

J. D. Price, of Columbus, Ohio, chairman of the Committee on Membership, presented the following names for action:

For Active Members: Ferrell-Keilam Drug Co., Baltimore, Md.; Sanford-Chamberlain & Albers Co., Knoxville, Tenn.; Gay, Hardie & Durr, Montgomery, Ala.; the Augusta Drug Co., Augusta, Ga.; J. B. Davenport & Co., Augusta, Ga.; the Acme Drug Co., Anderson, S. C.; the Kanawka Drug Co., Charleston, W. Va.; Couger, Kahn & Gibbs Co., Shreveport, La.; L. Richardson Drug Co., Greensboro, N. C.; Broughton & Graves, Rome, N. Y.; the Elk Drug Co., Binghamton, N. Y.; the Dozier Drug Co., Binghamton, Ala.; the Stanley & Brown Drug Co., Baltimore, Md.; Hemley-Arcularius Drug Co., Colorado Springs, Col.; Western Wholesale Drug Co., Los Angeles, Cal.; Florida Mutual Drug Co., Jacksonville, Fla.

For Associate Members: Solon Palmer Perfume & Toilet Co., New York; Garden City Stationery Co., Elkhart, Ind.; Seabury & Johnson, New York.

The Secretary's Report.

The veteran secretary of the association, A. B. Merriam, submitted his twenty-seventh annual report, showing that the past year has been almost entirely devoid of matters of special moment to the association, so far as the secretary's office was concerned. In response to a request from the League of National Associations Theodore F. Meyer had been nominated to act as a delegate to that league, which met in St. Louis, but in his absence the ex-president of the associations, C. F. G. Meyer, acted for him. Fifty-one associations were represented, but it was impossible to carry out the object of the meeting, through the antagonism of the railroad interests present, and it was decided not to introduce the Cullom bill at that session of Congress.

At the time of the publication of the last annual report the active membership numbered 222 and associate membership 188. During the past year one wholesale drug firm has resigned and one retired from business. The secretary laid before the member resigned the advantages which accrued from the association, but the resignation was not withdrawn. He suggested that if the retiring member would make a list of all of his purchases of rebate goods during the past two years and deduct ten per cent. from this amount, he would surely find this ten per cent. which had been saved under the rebate plan was a great deal larger sum than that required to maintain his membership in the N. W. D. A. The secretary asked the members to always bear in mind the contrast in conditions existing in the trade before the organization of the N. W. D. A. and that existing now, under its beneficent influence. Those men who met in Indianapolis as personal and business antagonists left there after the formation of the association personal and business friends, and the ties of friendship there formed had been renewed and deepened by the annual meetings since that date.

The secretary referred to the great relief which had followed the repeal of Schedule B of the war tax, which yielded \$13,922,118 between June 13, 1898, when the law went into effect, and May 31, 1901. The conditions surrounding the refund of the stamp tax were also touched upon.

A little diversion from the routine report was introduced in a sketch of the origin of the term "Uncle Sam," which occurred as follows: Immediately after the last declaration of war with England, Elbert Anderson, of New York, a contractor, visited Troy, where he purchased a large quantity of

provisions for the United States Government. These were inspected by Ebenezer and Samuel Wilson, who stamped the inspected packages "E. A., U. S.," meaning Elbert Anderson, United States. This abbreviation U. S. had but recently come into use, and when one of the workmen asked what it meant a wag in the employ of Mr. Wilson said that it must mean "Uncle Sam," the name by which Mr. Wilson was known. Many of these workmen entered the army and there perpetuated and spread this joke until its origin was entirely lost sight of in the allegorical significance attached to it.

In conclusion the secretary said:

As members of this organization you represent to-day a large part of the industrial and commercial business of this country. By intelligent research and education you have linked with your daily lives those principles of government to which the fathers of the Republic gave allegiance, the wonderful events which history is now recording, the rapid march of commercial progress of our Southern States of the Union, the commanding position which you occupy in your several sections, and the potential influence which you are demonstrating in the restoring of kindly feeling and tender sentiment. You are unconsciously breathing in the atmosphere that surrounds us all, and which will continue to inspire to greater action the memorable present and the hopeful future, not forgetting the lesson which history brings. Wherever in modern times history has accorded the greatest in peace or war, wherever art and poetry and culture, wherever intelligence has extended the field of knowledge and broadened the highway of thought, wherever science and genius have illustrated the successful industry of the world, there stands this historic character of Uncle Sam in broad proportion and in living light.

The report was referred to the Board of Control, after being specially commended by M. N. Kline.

Report of the Committee on Legislation.

M. N. Kline presented his report as chairman of the Committee on Legislation, reviewing the work of the year, as follows:

Upon your Committee on Legislation devolves this year the pleasant duty of reporting the completion of the very important work inaugurated by the former committee. The abolition of the stamp tax upon medicines was, we think, due very largely to the work inaugurated during the early part of 1900 under the leadership of the chairman of the Committee on Legislation of the Proprietary Association, Mr. De Witt and his able assistant, Mr. George L. Douglas. In the report of the committee made at our meeting in Chicago a detailed account is given of a hearing before the Ways and Means Committee in Washington, April 17, when the representatives of the National Retail Druggists' Association, the National Wholesale Druggists' Association, the Proprietary Association and the American Pharmaceutical Association presented arguments that subsequent events showed were sufficiently convincing to induce the members of that committee to favor a wiping out of this tax.

After reviewing in detail the various steps leading up to the repeal of the stamp tax, the report proceeds:

We cannot leave this part of our report without again calling attention to the importance of organization and to the results that come from the proper use of organized effort. We are firmly of the opinion that if there had not been this splendid organization of the retailers, of the wholesalers and of the proprietors to bring strongly but judiciously before the legislative bodies the claims of the interests represented by these bodies, the stamp tax on medicines would most likely remain in force.

It so frequently happens that individual members of our trade express a doubt of the value of our organization that it seems well to refer to this in this connection.

It was predicted that the loss of revenue from the reductions in the war revenue measure would be very much greater than subsequent statements from the Internal Revenue Department have shown it to be, and from figures which have been given out recently it would seem that a further reduction could be made and should be made.

Our committee is strongly of the opinion, therefore, that our subsequent work should be directed toward securing a reduction in the internal revenue tax on alcohol, or, if it is found practicable, toward securing free alcohol for use in the arts and medicines.

This report was referred to the Board of Control.

W. J. Walding, of Toledo, entered his report as chairman of Committee on Relations with Local Associations, City and Interstate. Mr. Walding said that while there was nothing new to report, he could only urge upon all jobbers the importance of the local associations facilitating business and avoiding friction. He quoted a portion of the constitution and by-laws of the O. K. I. Exchange, showing the character of the work carried out by these associations. The report was referred to the Board of Control.

Edgar D. Taylor, chairman of the Committee on Fraternal Relations, submitted a brief report for that committee, commenting on the existence of universal good feeling between the N. W. D. A. and all associations of allied interests. The report was referred to the Board of Control.

Charles Hubbard, of Syracuse, submitted a very brief formal report on Paris green, which took the usual course.

Report of the Committee on Memorials of Deceased Members.

Arthur W. Clafin, of Providence, R. I., read the report of the Committee on Memorials of Deceased Members. These included the following, who have died during the past year: Henry C. McIlvaine, of McIlvaine Bros., Philadelphia; Oliver P. Morgan, president of the Fort Wayne Drug Co., Fort

Wayne, Ind.; Charles H. Pinkham, of the Lydia E. Pinkham Medicine Co., Lynn, Mass.; Eben C. Jayne, of Dr. D. Jayne & Son, Philadelphia; William R. Warner, of W. R. Warner & Co., Philadelphia; Thomas H. Larkin, of Larkin & Schaffer, of St. Louis, and John Lucas, of John Lucas & Co., Philadelphia. The report took the usual course, being referred to the Board of Control. James E. Davis presented his report as chairman of the Committee on the President's Address. The committee indorsed the recommendations contained in the president's address, and recommended that the Board of Control draw up resolutions in accordance with the recommendation of the president for submission to the action of the association.

Mr. Clafin, chairman of the Committee on Memorials of Deceased Members asked leave to add to the list of deceased members that of Joseph A. Toy, whose death had occurred within the week. He asked that a memorial be prepared and incorporated with the report for publication. On resuming the chair the president thanked the members for the cordial support which they had accorded him and the generous treatment of the recommendations contained in his address. He announced the Committee on Nominations would be composed of M. Carey Peter, O. F. Weller, Charles Hubbard, M. N. Kline and Charles F. Cutler. The following were announced as members of the Committee on Time and Place for Next Meeting: F. A. Faxon, E. D. Taylor, W. J. Walding, C. W. Snow and J. A. Carey.

In the absence of Charles A. Jerman, chairman of the Committee on Commercial Travelers, the report of that committee was read by Assistant Secretary Toms. The report recommended that a campaign of education be carried on among the travelers, as too few of them have a proper comprehension of the position of the jobber in the trade and his proper relation to the retailer. The chairman suggested that it might be feasible and desirable to issue a confidential circular letter to all traveling salesmen, touching in each letter some particular subject connected with the relations of the traveler to the house and to his customer. The report was referred to the Board of Control for consideration.

Report of the Committee on Adulteration.

of which H. P. Fairchild, of Grand Rapids, Mich., was chairman, was, in his absence, presented by the assistant secretary, Mr. Toms. The report directed special attention to the constant and growing adulteration of essential oils, an adulteration which was very shortsighted, since purity was so important a factor in the value of the oil to the consumer.

The following articles from the pharmaceutical line were noted as coming to the attention of the committee during the year:

Essences made with wood alcohol. Various oleoresins made with wood alcohol. Socotrine aloes adulterated with Barbadoes aloes. Bitter root (*Apocynum Androsaemifolium*), consisting in part or wholly of the black Indian hemp (*A. cannabinum*). Male fern, U. S. P.—Consisting wholly of the rhizomes of other ferns, unidentified. Hydrastis—Mixed with serpentaria. Juglans, U. S. P.—Stem or aerial bark substituted for the root bark. Sassafras, U. S. P.—As with Juglans. Black Haw, U. S. P.—Mixed with small quantities of sassafras. Cascars Sagrada—Mixed with small portions of an old and worthless bark. Rhus Toxicodendron—Mixed with leaves of *ampelopsis quinquefolia* M. (five-leaved ivy or Virginia creeper). Belladonna leaves—Mixed with about one-third poke leaves. Lactucarium—Adulterated with starch.

According to the committee, in many instances the low quality of imported crude drugs is due rather to the crude methods employed in collecting the drug than to intentional adulteration. In general adulteration of drugs is infrequent at New York. A fully equipped chemical laboratory is at the disposal of the customs authorities, where questions of adulteration can be readily disposed of. Other ports not having the same facilities naturally are not in as advantageous a position to supervise the quality of imported drugs. As New York is the port where over 70 per cent. of imported merchandise is handled, it is of the first importance that the examination of drugs should be carefully carried out, and it is believed that this port has the reputation of being the most rigid of all in this respect. The committee recommended "that the quotation and sale of the so-called commercial essential oils be discontinued." The report was referred to the Board of Control.

Report of the Committee on Paints, Oils and Glass.

John N. Carey, of Indianapolis, submitted his report as chairman of the Committee on Paints, Oils and Glass, which is given in abstract below: In white lead there have been very few changes during the year, the price of pig lead having been unchanged for an entire year and card price of white lead advanced a quarter of a cent per pound. In linseed oil the prices have fluctuated most rapidly and have reached a range which has not ruled before for twenty years. The price of seed has fluctuated quite as much as that of oil and the conditions have been most remarkable. A very short crop in the United States

and Calcutta was partly made up for by a large crop from the Argentine, whence one million, four hundred thousand bushels were imported to this country, 300,000 bushels being imported from East India. The present crop of flaxseed in the United States is estimated at from 20,000,000 to 25,000,000 bushels, which leaves us a surplus of from 3,000,000 to 8,000,000 bushels, which should be a factor in fixing the price at about \$1. In Europe, however, the price has continued high, and a portion of this year's crop has been taken on a basis of \$1.37 per bushel.

The manufacturers of ready mixed paints and colors have suffered very seriously from these fluctuations in the price of linseed oil. At the beginning of the year 1900 the prices of ready mixed paints had reached the lowest level ever known, especially for goods of standard quality. On the other hand, the prices for all crude materials, including lead, zinc, boxes and cooperage, linseed oil, and, on account of the formation of the tin can trust, tin cans had steadily advanced in price. The prices fixed for these goods on the basis of linseed oil at 40 cents per gallon naturally could not be maintained with linseed oil at more than 80 cents per gallon, a price reached in July. Paints were therefore advanced twice, but linseed oil declining without any apparent cause, the price of paint was reduced, when the oil immediately advanced again, compelling the manufacturers to again raise their prices on ready mixed goods. Fortunately the growing appreciation on the part of the public of the difference in the real value of the different ready mixed paints, the public demanding paints of better quality, even if somewhat higher in cost, has helped the legitimate manufacturer. The prospects seem to favor at least a continuance of the present prices, or possibly an advance upon them for this line of goods.

Window glass has advanced to a high figure and the advance has so far been permanent. On January 21 of this year the jobbers' list was issued and is now generally used by wholesalers in selling glass, and the discounts from this list fixed by the Jobbers' Association have been fairly well maintained, considering the large stocks on hand which have been bought at a low figure. One factor in the high prices has been the labor troubles, while most of the heavy chemicals are much higher priced than formerly. The prolonged strike in Belgium, lasting some eight months, has also been a powerful factor in the prices in this market, and it seems highly probable that prices will remain steady throughout the present fire. The report was referred to the Board of Control.

Mr. Shoemaker, chairman of the Proprietary Committee, announced that a special meeting would be held by that committee immediately upon adjournment of the session. The report of this committee was made a special order of business for Wednesday morning.

Mr. Turner, chaplain of the Hampton Normal Institute, was accorded the privilege of the floor and invited the members to visit this institution, stating that it would be especially agreeable to the officers of the institution to entertain the members of the N. W. D. A. since one of the directors and active workers in the institute, Dr. William J. Schieffelin, is a member of the N. W. D. A. The invitation was accepted and a rising vote of thanks tendered Mr. Turner for the courtesy.

At the suggestion of E. D. Taylor, of the Entertainment Committee, a vote was taken as to the place of meeting, and it was decided that the remainder of the meetings be held in the lobby of the Hygeia Hotel. The second session then adjourned.

THIRD SESSION.

Wednesday Morning.

On convening Wednesday morning the president read the credentials of J. W. Seeley, of Detroit, president of the National Association of Retail Druggists, and of Simon N. Jones, chairman of the Executive Committee of that body. Both of these gentlemen were invited to address the association.

The N. A. R. D. Heard From.

J. W. Seeley, of Detroit, president of the National Association of Retail Druggists, reviewed the result of the Buffalo meeting of the N. A. R. D., which had just been concluded, and which had proven both momentous and critical. He said: "A small minority of the delegates present held out for abandoning the tripartite agreement and adopting in place thereof the new price protective plan." Mr. Seeley then rehearsed the details of this plan and stated that the disposition to abandon the tripartite plan in favor of the price protective plan was due to disloyalty to the former. There had been disloyalty on the part of some proprietors, disloyalty on the part of some of the jobbers, and, he regretted to say, disloyalty on the part of some of the retailers as well. Notwithstanding this fact, however, he assured the association that the honest

retailer is absolutely willing to live up to this agreement. Mr. Seeley said: "We did not abandon the tripartite agreement. We did not adopt this price protective plan in its entirety, but we did approve its provisions and instructed our Executive Committee to use where it did not conflict with the tripartite agreement." The N. A. R. D. was, he said, content to continue purchasing its proprietary goods through the jobber, but they would insist that the jobber should do his utmost to guard against violations of the plan which would be detrimental to the interests of the retailer. There are to-day 20,000 retailers paying their dues to the association, and some fifteen or twenty men are in the field organizing by counties all over the country. In many sections of the country conditions have improved, notably in the smaller cities and in the country districts. In the large cities, as a rule, there has been no improvement, owing to the fact that the cutter is able to get his goods in spite of the agreements to the contrary. The N. A. R. D. does not desire any unnecessary friction, and the speaker felt confident that by a cordial co-operation on the part of all, if the disloyalty of some members of the three branches of the trade could be overcome, the plan would prove a success and the principles of the Worcester plan will not be used except in some isolated localities. The speaker referred to the menace to the plan accruing from the sale of rebate goods in large lots to the wholesale grocers, who in turn furnish them to the cutters. He said that the size of an order from a wholesale grocer could generally be taken as a pretty fair indication as to whether the goods were to find their way to the retailer through illegitimate channels or not.

S. N. Jones Addresses the Meeting.

Simon N. Jones, who at the Buffalo meeting was elected chairman of the Executive Committee of the National Association of Retail Druggists, was invited to address the association. Among other things Mr. Jones said:

I want to say to you, gentlemen, in all sincerity, that what I have to say to you is not to be said in the way of a threat or menace; but I want to say to you, truly, that if you expect the loyal support of the retail trade in the future some of your members, or some of those on the recognized list, have to give us a different deal. It is unfortunate that we cannot convince the jobbers of this country that the retailers have forfeited a very great deal, that we have thrown into your hands 80 per cent. of the cream of the business of the United States as relates to proprietary articles. We have asked nothing from you except your loyal support. We have not asked you to give us a dollar; we have not asked you to aid us in any way except in a way that will bring money into your pockets, while it is possible it will not help us at all. Yet, notwithstanding this, I want to say to you that in these United States we have six or eight men in your recognized list that we know are to-day playing fast and loose with us, and they are being protected, to a certain extent, by the National Wholesale Druggists' Association. I want to say to you that we intend to winnow these people out, and we are not going to discriminate between friend or foe; these people who do the things we complain of all look alike to us. When we find a man throwing us down we intend to report him to the people who made this contract, report him to the proprietors and not ask any questions of anybody. We will see whether the proprietor is loyal to us; and we will make the balance of them loyal, or else they will get nothing. We do not propose to play in this game and not get a divide. We are willing to put our money in it, but when we win we are going to have some chips. (Laughter.) I come here as the representative of the N. A. R. D. to tell you these truths. Our people come to me and tell me that is what we want and that is what we are going to have.

Mr. Jones told of one case in which a jobber had sent two different salesmen to a town, one of whom called on the legitimate trade and the other on the cutters. This scheme was soon caught up with and the jobber brought to terms. In another case a jobber laid the blame for violation first on his confidential man, who in turn laid it on the bookkeeper, who laid it on the clerk, who laid it on the bill maker, who laid it on the shipping clerk, and there being nobody else to lay the blame on this poor fellow was discharged. This sort of thing the N. A. R. D. did not propose to stand. A jobber might do a thing of this sort through inadvertence once and be forgiven, but he would not be forgiven the second time.

Frank A. Faxon, of Kansas City, said that the speakers had struck, he thought, the right chord. It was in their province to discipline the offending jobber. This the N. W. D. A. could not do. He realized that conditions differed in Kansas City and in New York, but no cutter could buy goods from any jobber on the Missouri River, but had to come East to do it. While the N. W. D. A. had stood with the N. A. R. D., there were individual members who had in certain instances rendered ineffectual the work the others were trying to do. The retailers had in their own hands the club necessary to discipline the offenders, and it gave the speaker a great deal of satisfaction to know that retailers proposed to use this club. He said that for one he would say to those who had spoken so earnestly this morning, "Go forward and we will stand with you."

M. N. Kline, of Philadelphia, said he wished to heartily

commend the remarks of Mr. Faxon, but also should like to direct attention to the fact that nothing in the direction of co-operation can ever be accomplished by force or even by legal statutes. He said that he did not believe that in any other trade it would have been possible to secure anything like the degree of co-operation which had been obtained between the several branches of the drug trade in the United States. All must recognize the fact that there are leaks in the operation of the plan. He believed its enforcement lay largely in the hands of the retailers themselves. In his own business he had lost a customer by living up to the plan, and this customer had gone to another jobber. Under an adequate enforcement of the plan this jobber should have been disciplined by the retailers, but this was not done. Unless this discipline is applied this disloyalty will spread. In conclusion Mr. Kline said that he felt that the N. A. R. D. had done itself an immense amount of credit in again placing its affairs in the hands of men whom he regarded as the most able men in the ranks of that organization.

A Club Will be Used.

Simon N. Jones said that he had omitted to say in his previous remarks that the method of procedure in the N. A. R. D. in the future would differ from what it had been in the past. Hereafter when a case of violation had been proven the proprietor who made the contract will be notified to remove the name of the violator from their list. Notices will be sent to the secretaries of the 154 affiliated associations that the particular jobber in question has proven false to the N. A. R. D. and the trade of every retailer in his section will be withdrawn from him. In one case this course had been pursued with a manufacturing concern, and the wires were kept hot by this manufacturer in his efforts to have the notices withdrawn.

John B. Purcell, of Richmond, expressed his appreciation of the manly outspoken remarks of the representatives of the retail trade. He believed that when the N. W. D. A. members were guilty of such practices as referred to by the previous speakers the association should expel these Judas Iscariots from membership. He said that he had sat for years hearing these general charges, and that so long as no names were mentioned they reflected upon the entire body of the association. The association could only free itself from these charges by purging itself of those unworthy of membership in the association. Mr. Purcell further moved that the representatives of the N. A. R. D. be extended the privileges of the floor and hoped that they would take an active part in the debates touching this subject.

C. P. Walbridge, of St. Louis, expressed his personal gratification at the intelligent, earnest and honest manner in which the retail association had taken up this subject. He said: "If we cannot sit with them and develop a plan which will enable these three branches of the trade to co-operate, then we aren't worthy to be in the drug business. I believe, sir, had it not been for the N. A. R. D. the rebate plan would now have been abandoned." He said that he did not think Mr. Jones need have been so delicate in saying that he did not propose to threaten. He believed that the retailers had a right to threaten and a right to punish if these threats were not heeded.

George J. Seabury, of New York, read extracts from the report of the Committee on Trade Interests of the New York State Pharmaceutical Association outlining the trade conditions existing in the city and State of New York. Mr. Seabury said that these very disagreeable conditions had been largely brought upon the druggists by their own indifference, and that they never would have come about had the druggists pulled together in harmony. Mr. Seabury said that manufacturers would sell neither one bottle more nor less than they now did by a strict adherence to the plan. If the three branches of the trade would come together honestly they could settle this price cutting question without any foreign interference within a year's time. He said that a restoration of legitimate profits for all involved would come quickly when the retail druggists learned of his own power, and that when the retail druggists become completely organized they could and should dictate mutual obligations. In conclusion Mr. Seabury said:

Wholesale druggists, next to manufacturers, as distributors, occupy the second important position. If they refuse to sell to commercial "raudeville" bazars and arch-cutters who make a business of underselling legitimately established prices, then 90 per cent. of our difficulties have been overcome; the other 10 per cent. will slowly pass out of fashion and existence.

For the past ten years this association has been unable to prevent violations of the rebate and tripartite plans. The result has been a destructive, distressing warfare. There is but one method for this association to adopt to triumph, and that is to introduce heroic means and impartially enforce them. When members and it is to their interest to remain true to their obligations in any plan that is created for their own welfare, then the end is exceedingly near. It will also develop harmony, respect and greater prosperity. "So mote it be." Amen!

Report of the Committee on Proprietary Goods.

This report, which was submitted by C. F. Shoemaker, of Philadelphia, as chairman, covered the work of the committee during one of the most active periods in its history. Most of the work has been concentrated on the tripartite plan, which, while not a part of is nevertheless supplemental to the rebate plan. Of the working of this plan the report says:

Of the tripartite plan itself there is much that may be said. It has undoubtedly achieved a marked success in many directions. It is impossible that a complicated plan of this kind should be placed in active and successful operation at once all over this great country of ours, and while there are some places in which it has been less successful than others, that is due to a variety of causes not within the control of those chiefly interested. So long as human nature is weak and faulty, it is impossible to expect that every proprietor, wholesale and retail druggist in the land should have a keen and active sense of his moral obligations. Experience, however, is rapidly teaching us the best method of treating these cases, and a constant improvement in this direction may be confidently looked for. In contrast to the few violations which have been reported, your committee can cheerfully recommend the most untinted praise to the great mass of proprietors and jobbers, who have loyally accepted and honestly carried out the provisions of the tripartite plan. We have constantly had reported to us instances in which both jobbers and proprietors have turned down most liberal orders because of their obligations in this respect, and your committee desires to place on record its full appreciation of their action.

It must also be borne in mind that the improvement in retail conditions has been more or less unequally distributed. This is not from any desire or intention on the part of those in charge of the plan to discriminate in favor of one section as against another, but because at some points the surroundings of the case have been more markedly and distinctly unfavorable than at others. At any rate, no one can deny the decided improvement which has taken place in several large cities, as well as many small towns, in giving retail dealers a moderate profit on proprietary articles. In addition to this the retail trade has been shown the importance and value of united action. Any united body of retailers have it in their power to discipline an offending jobber most effectively by withholding their trade. Any wholesaler who is disposed to disregard his obligations under the tripartite plan is quite as likely to be influenced by the prospect of such action on the part of retailers as by the fear of having his supplies withheld by proprietors.

Concerning the rebate plan the report states that this plan is growing stronger year by year and is in direct accord with the present trend of business developments. The several lawsuits which have been decided during the year, embracing some phases of the rebate plan, have all been decided favorably. There are a few within the ranks of the association who frankly oppose the rebate plan, but who, nevertheless, use their best efforts to follow its requirements. There are others, however, who profess to adhere firmly to the plan, but who lose no opportunity to evade it.

During the year agreements to support the tripartite plan had been obtained from the jobbers of Baltimore, Philadelphia, Richmond, Alexandria and Norfolk, New York City, Chicago, St. Louis and nearly all the jobbers in the South. The report gives the names of the following proprietors who have been added to those who have adopted the tripartite plan:

Alcock Mfg. Co., New York City; B. H. Bacon Co., Rochester, N. Y.; Brandreth Co., New York City; L. Daudelin Co., Worcester, Mass.; Himrod Mfg. Co., New York City; Dr. B. J. Kendall Co., Enosburgh Falls, Vt.; Donald Kennedy, Roxbury, Mass.; Chas. H. Kingsley, Northampton, Mass.; Larakola Co., New York City; Malt-Diatase Co., New York City; Maltine Co., Brooklyn, N. Y.; R. Matchett, Allegheny City, Pa.; Medico-Malt Co., Syracuse, N. Y.; Theo. Metcalf Co., Boston, Mass.; A. O. Meyer & Co., Baltimore, Md.; Orange Chemical Co., Chicago, Ill.; Pyramid Drug Co., Marshall, Mich.; Pyro-Febrin Co., Northampton, Mass.; F. A. Stuart Co., Marshall, Mich.; Smith, Kline & French Co., Philadelphia, Pa. (Hand's Remedies only); C. W. Snow & Co., Syracuse, N. Y.; Tonsilline Co., Canton, O.; Trommer Co., Tremont, O.; Vapor-Cresolene Co., New York City; Dr. C. Wakefield & Co., Bloomington, Ill.; Wells & Richardson Co., Burlington, Vt. (Faine's celery compound and Willis' pills only); B. O. & G. C. Wilson, Boston, Mass.

Reference was made to the effect of the abolition of the stamp tax, and in conclusion the report says:

Your chairman desires to place on record his appreciation of the work accomplished during the year by his assistant, Mr. F. E. Holliday, who has been most assiduous in his efforts, and has been absent from Philadelphia on various missions during the greater part of the time. His work has been performed with the utmost tact, diplomacy and success, and, in fact, Mr. Holliday has proven himself to be the right man in the right place. Your secretary, Mr. Toms, has also fulfilled his duties with great faithfulness and discretion, and your chairman desires to express his sense of personal obligation to both.

The report was referred to the Board of Control, and M. N. Kline, of Philadelphia, then presented the following:

Report of the Special Committee on Suits Brought Against Members.

The Park suit pending in the Appellate Division of the New York Supreme Court at the time of our last meeting was decided in our favor, as announced in a circular mailed to all the members under date of November 18. In this circular we sent to each member a copy of the opinion of the Court as given by Chief Justice Rumsey, for the reason that while the previous decisions had been favorable, this decision in some particulars went farther in the direction of indicating what manufacturers could do in connection with the enforcement of their contracts than any previous ones. One paragraph especially we desire to quote in this report:

"It cannot be denied that each manufacturer has the right to refuse to sell to any one, if he sees fit. If he chooses to make his goods and sell them he has a right to fix any price he chooses upon them. Not only so, but he has the right to select his own customers. He may agree to dispose of all his goods to one person, or he may be willing to supply the whole trade except one person, and whatever he chooses to do is a matter with which the law has no concern, because the goods are his, to be kept or sold as he pleases. So he may not only fix his own price, but he may impose such terms as he sees fit, or can exact from his customers."

"These matters are absolutely within his own control. If each manufacturer is at liberty thus to control the sale of his goods, undoubtedly all may, if they see fit, agree together to enforce conditions which each one seeks to impose upon the dealing with the articles which he makes. The action of each manufacturer in fixing prices and imposing conditions of sale is undoubtedly legal. Having fixed the prices and the terms of sale, they combine for the purpose of enforcing their contracts. As the end to be accomplished is legal, and they do not propose to take any step in carrying it into effect which each might not properly take if he was working for himself, no right of action can arise to any one as a result of their combination."

Recently—that is to say, under date of July 29, 1901—the attorneys for John D. Park & Sons Co. filed in the New York Supreme Court an amended complaint to which some of the New York members of our association were made defendants. It is curious to note that some of the largest houses, members of this organization, are not cited as defendants. The particulars of this amended bill are practically the same as those filed previously, and upon which in each case decisions adverse to the plaintiffs have repeatedly been made. In this amended bill, however, the plaintiffs define the details of the \$500,000 damages they are suing for.

Quite a number of suits have been brought largely as the result of the enforcement of the tripartite plan by retailers in various cities of the country. One in Louisville, which we understand has been settled; one in Los Angeles, which was decided in favor of the defendants; one in Binghamton, N. Y.; one in Philadelphia, and there may be others which your committee is not advised of.

The suit in Atlanta, Ga., by the Jacobs Pharmacy Co., against Brown & Allen and others was decided quite recently by Judge J. H. Lumpkin in favor of the plaintiffs. As we have been asked what effect this decision would have upon our suits elsewhere, your chairman consulted our counsel, with the result that he expresses the opinion that the decision is based upon an erroneous premise.

The case may not have been presented to the judge in proper shape, and taking all the decisions that have been given in these cases elsewhere during the last four or five years, there is every reason to suppose that upon a review of it a different result will be obtained. The decision is based upon the assumption that the contracts were illegal. All decisions so far rendered in these contracts made by manufacturers of proprietary articles, as is well known, have been directly to the contrary.

In response to the question as to whether these various suits would be defended by the N. W. D. A., your committee has stated that unless some action is taken by the association to the contrary, our position would be that as these suits were local and largely due to the work of the Retail Association, this association could not assume the expenses, though we hold ourselves in readiness in all cases to give information and advice where it is asked for.

A suit brought during the year by Hoagland against the New England Wholesale Druggists appears, however, to have been the outcome of the application of the rebate plan by wholesalers, and your committee is of the opinion that the association should consider the matter of assuming the responsibility of defending that suit. It submits that question to this meeting and asks for instructions upon this point.

This report was also referred to the Board of Control.

Report of Committee on Credits and Collections.

In the absence of W. A. Hoyer, of Denver, chairman of the committee, this report was read by the assistant secretary and referred to the Board of Control. The report was a voluminous and able one, and several excerpts from it are printed below:

SHOULD PAYMENTS OF ACCOUNTS BE MADE IN PERSONAL CHECKS THAT DO NOT PASS AT PAR?

It is the practice of seventy-eight members of this association to accept such checks in payment of their accounts. Seven, however, say that they do not accept same for settlement in full. The action taken by the Clearing-House banks in many of our cities, charging their customers with collection charges on individual checks deposited, has resulted in a very considerable item of expense to many of our members, and how this expense can be reduced is a leading question with many of our merchants in different localities. Of our membership forty-three say that the acceptance of such checks should be discontinued. Twenty-three are of the opinion that this condition should be accepted as a fatality incident to the business. It is the opinion of your committee, however, that all bills, whether incurred by the wholesalers or retailer, should be paid in funds that will pass at par. A check the face value of which is one hundred dollars and which is accepted by your financial institutions at ninety-nine dollars and seventy-five cents only, when offered in payment of a bill of goods amounting to one hundred dollars, is not in accordance with the terms of sale, but is in effect a discount of one-quarter of one per cent. Your committee is of the further opinion that this is a question that cannot be arbitrarily dealt with, but that much good can be accomplished in an educational manner. It is only fair to say that in the majority of cases local checks subject to collection charges are remitted by the customer thoughtlessly or through ignorance that same will not pass at their face value. Therefore, if the attention of the retail trade is called to this question in a well-worded circular, this custom in a measure can be broken up. If local associations could agree upon this procedure and adopt a form to be sent out by their members attached to their statements, for a number of consecutive months, it is quite certain that a large and legitimate saving can thus be secured.

THE NATIONAL BANKRUPTCY LAW.

The experience of our membership with the national bankruptcy law does not seem to improve as time progresses, and the United States Supreme Court, decision of May 27 last, in the case of Carson, Pirie, Scott & Co. vs. the Chicago Title & Investment Company, affirming the Circuit Court rulings, that payments made in the ordinary course of business four months prior to the filing of a petition in bankruptcy

must be refunded before creditors can participate in the estate is a real menace to business interests.

Up to this date only eighteen members out of seventy-eight report their experience with the existing law as being at all satisfactory, and it is a question in the minds of your committee if all who so report are more or less imbued with the philosophical spirit of the one firm who expressed themselves as being entirely satisfied with the operations of the law. "We expected nothing and got nothing," is the rather grim and terse way they stated their experience.

We are a commercial nation, a nation of manufacturers and tradesmen. Much depends upon the fair and equitable interpretation of laws affecting the relations between debtor and creditor. It should be the duty of Congress to enact such amendments to the existing law without further delay as will, so far as accumulated experience may suggest, render its workings more in accordance with the demands of legitimate business requirements.

Fifteen out of seventy-eight of our membership advocate absolute repeal. To better the law by amendments seems to be the prevailing sentiment. The active interests now at work to secure the much needed amendments are the National Association of Creditmen and the National Association of Referees in Bankruptcy, through their Executive Committee, of which Referee Morris A. Wise, of No. 40 Exchange place, New York, is chairman. These two important associations have united their efforts for the purpose of obtaining Congressional action on what is known as the Revised Ray Bill, introduced by Congressman Ray, of the House Judiciary Committee, and known as H. R. 14,187.

The principal features of this bill provide:

First: Making the application for a receivership of a corporation, on the ground of insolvency, an act in bankruptcy.

Second: This bill will add four new objections to a discharge. First objection: If the bankrupt has "obtained property on credit upon a materially false statement in writing, made by him to any person for the purpose of obtaining credit, or of being communicated to the trade or to the person from whom he obtained such property on credit."

Second: If the bankrupt "has made a fraudulent transfer of any part of his property to any person."

Third: That the bankrupt has been granted a discharge in bankruptcy within six years.

Fourth: That the bankrupt in the course of his proceedings has refused to obey any lawful order, or to answer any question approved by the court.

The third feature of importance would change Section 57-G, referring to partial payments made four months previous to the filing of petition, in such a manner as to include only such partial payments made within this period as were guilty.

Other changes are incorporated in the bill, but the ones noted are the most important.

Every effort should be made during the coming session of Congress to secure the passage of these several amendments, and your committee would suggest the following resolution to cover:

Resolved, That the incoming Legislative Committee be instructed, and are hereby instructed, to actively use their influence in securing the passage of the Revised Ray Bill, known as H. R. 14,187. And be it suggested that the committee in question confine their efforts to lines of co-operation with the Legislative Committee of the National Association of Creditmen and with the Executive Committee of the National Association of Referees in Bankruptcy.

COMMERCIAL TRAINING IN COLLEGES OF PHARMACY.

Last year your committee, believing that a betterment of credit conditions could be attained by starting with the students of pharmacy, who will at no late day be the managers of our many retail drug stores, corresponded with nearly all the leading colleges of pharmacy, to interest them, if possible, in the question of a practical and comprehensive course of commercial training in connection with the scientific and technical work to which they had heretofore largely confined themselves.

As a result of this correspondence it developed that with one exception—the Philadelphia College of Pharmacy—practically no attention had been given to what, in this commercial era, is an exceedingly important subject. And in the instance of the one exception noted, this branch of work was still in the experimental stage, lectures in the commercial course having progressed for a few months only.

As the major part of this correspondence was of a very encouraging character, the committee, as you will remember, formulated several resolutions covering this idea, which were duly approved of by the Board of Control, and later adopted by a unanimous vote of the association.

With these resolutions in hand, your committee again approached the boards of the various colleges of pharmacy, inclosing with such communications copies of the resolutions passed at the Chicago meeting, and we do not know that we can make any better report on this subject at this time than to quote from some of the several replies received.

The following communication, emanating as it does from one who is an acknowledged authority on all that pertains to the science of pharmacy, and one who, as an educator, is eminently qualified to write on this subject, we quote in full:

Professor Remington, of the Philadelphia College of Pharmacy, writes as follows:

"Your letter to the college of July 29 was duly received. I have been greatly interested in the subject of commercial training in our colleges of pharmacy, and an experience of thirty years in teaching pharmacy in the oldest college of pharmacy in America has convinced me that we should have taken up this subject fifty years ago, and as you seem to be interested and have given us much encouragement by your resolutions and kind words, I will take a few minutes of your time to present the following:

"When colleges of pharmacy were in their infancy they had all they could do to eke out an existence by confining themselves to pharmacy, the study of poisons and the subjects which would merely fit clerks to be safe dispensers, but as time went on and the colleges proved the wisdom of their founders by successfully fulfilling their missions, other subjects of study were introduced; but, strange to say, the business end of the pharmacist's life was almost entirely neglected. But by continual hammering I have been able to convince the drug trade, and particularly some of the retail branch, that it was just as legitimate a part of our work to give a student a knowledge of business forms, bookkeeping and proper commercial training, as it was to teach him how to analyze a drug or use a microscope. You, from your business training, will doubtless wonder that such a self-evident proposition could ever meet with opposition from the powers that control the colleges of pharmacy of the United States. I have no words of condemnation for those very worthy men who have devoted some of the best hours of their lives to the subject of pharmaceutical education.

It is only another case of ultra-conservatism; but now the colleges all over the country are waking up. Our own college, I am glad to say, leads in this respect. You will notice by the announcement which I send you under separate cover that the Philadelphia College of Pharmacy has made a course in commercial training compulsory and gives the instruction free, but every student who hereafter obtains a diploma must pass his examination in commercial training."

From Professor H. H. Rusby, Dean of the College of Pharmacy of New York, we quote:

"In reply to your letter of inquiry addressed to the secretary of this college, I have to say that our faculty early took up the subject of a commercial course, referred to in the resolution of which you send copies. Our faculty was a unit in recognizing the importance of this matter and in recommending action by our Board of Trustees. Our recommendation was adopted, and such a course has been established. It will be under the direction of Dr. John Oehler, who has had many years' experience with Messrs. McKesson & Robbins, and who is unusually well qualified for the work. We trust that the results will be so satisfactory that the course will be extended and developed in the future, as all our other courses have been after becoming once established."

"Personally I wish to express my hearty approval of the work which you are doing in this direction. The duties of the pharmacist combine the scientific and commercial in such a way that I have never felt that schools of pharmacy were justified in entirely neglecting the latter class of subjects. In my opinion the pharmaceutical schools should endeavor broadly to contribute as much as they possibly can to the success of the men whom they send out as graduates, and this success is certainly increased by giving them some knowledge of a class of subjects upon which their usefulness to their employers so directly and so largely depends."

UNIFORM TERMS.

The committee had sent out letters to the jobbers of the United States asking for an expression of opinion upon a proposition to bring about uniform terms of thirty days or one per cent. for cash in ten days.

Of a total of 108 replies received, outside of the Southern States, there were but two objections to a change in terms, the large majority of the one hundred agreeing without qualification. In concluding the Southern States, the canvass shows 140 in favor of and only 11 against. Assuming that the total number of replies received are representative of the entire number of distributors in the United States, the result of this canvass would show only 81 of the entire trade, 412 in number, as being adverse to the change in their methods of billing, or 7 1/2 per cent. only, leaving 92 1/2 per cent. favorable to the reform, and outside of the Southern States, 98 per cent. These changes in the sentiment of the trade are most encouraging and indicate a substantial necessity for a reform in this direction.

There exists a disposition on the part of a number of manufacturers in the transfer of their orders to the jobber to grant unnecessary and unusual time. Ninety days is not at all common, and sometimes four months and over are given on these transfer orders. This practice should be discouraged by the jobber as being demoralizing in character and unprofitable in results. It is not necessary to offer any arguments against so pernicious a custom.

On the question of uniform terms and discounts, your committee feels that the National Association have accomplished about all they can do in this direction, and that any further work must be undertaken by the local association, and to that end we would suggest the adoption of the following resolutions:

Resolved, That it is the sense of this association that the adoption of thirty days and one per cent. for cash as being the established terms in the sale of drugs and proprietary articles is not only wise but amply justified by sound commercial reasons and practice.

Resolved, That we urge upon the local associations throughout the United States to continue the agitation of this subject, as it is only through such local agitation that the desired end can ever be accomplished; be it further.

Resolved, That it is the sense of this association that the acceptance of transfer orders on terms other than regular terms current in territory in which such orders are taken and transferred is unbusinesslike and pernicious in its results, and should be discontinued.

On motion of Col. J. B. Purcell, M. N. Kline, of Philadelphia; Thomas F. Main, of New York, and I. S. Coffin, of New York, were selected to act as a special committee to take charge of suits against members for the ensuing year. Colonel Purcell offered the following resolution:

Resolved, That the Board of Control take into consideration the introduction of a by-law requiring the chairman of the Proprietary Committee, when he finds that any jobber, a member of this association, is guilty of a repeated violation of the rebate or tripartite plans, to report the same to the Board of Control, who shall investigate the charge against the member, and if they are satisfied that the charge is maintained, they shall report the fact to the next meeting of this association, with a recommendation that the guilty member be expelled from membership in this association.

M. N. Kline said that while he sympathized with the object aimed at by Colonel Purcell, he felt that the motion was treading on dangerous ground, as it might lead to legal complications, as an effort would be made to construe it as coercion and to introduce it as a factor in the legal suits now pending.

George J. Seabury warmly defended the resolution and the spirit which prompted it, saying that the association has every right to expel any of its members who circumvent or violate any of the agreements to which they sign their name.

Colonel Purcell in support of the resolution said that it had been very carefully worded and that he felt confident that upon investigation it would be found not to be open to the objection raised against it by Mr. Kline. Mr. Purcell said that it was contrary to every business principle that any man should, after deliberately signing an obligation, be permitted to violate it with impunity. If he does so he puts himself outside the pale of right and just action, and he should be dismissed from

the ranks of the men whom he had dishonored. He did not desire any definite action at this meeting, and this fact was in view when the resolution was framed.

Mr. Kline objected to being accused of timidity and said that he only desired that the resolution should be submitted to counsel by the Board of Control. Mr. Purcell agreed to this amendment and the resolution so amended was adopted unanimously.

M. Carey Peter, as acting chairman of the Board of Control, suggested that the reports of the various committees which had not been passed upon be read by title and referred to the Board of Control. This recommendation was concurred in and Mr. Toms, the assistant secretary, read the following reports by title: Committee on Drug Market, Committee on Fire Insurance, Committee on Passenger Rates and Routes, Committee on Pharmaceutical Preparations, Committee on Revision of Pharmaceutical Lists, Committee on Transportation, Committee on Trade-Marks, and Special Committee on Commercial Travelers.

Mr. Cowan reported for the Auditing Committee that the accounts of the treasurer had been examined and found correct. The report of the committee was received, the committee discharged and the meeting adjourned until Thursday morning.

FOURTH SESSION.

Thursday Morning.

The fourth session of the meeting was called to order by President Walker in the lobby of the Hygela Hotel at twenty minutes past ten on Thursday morning. After the minutes had been read and approved the several applications for membership were favorably acted upon.

C. S. Littell, of New York, before action was taken, asked for information as to Solon Palmer's application, as he was under the impression that Mr. Palmer did not sell to wholesale druggists. In explanation C. F. Shoemaker, chairman of the Committee on Proprietary Goods, explained that Mr. Palmer had three classes of preparations, one of these, his lotion, was on the rebate list, and the other, toilet powders and soaps, he sold to the jobbing trade in any desired quantity. His third line, perfumes, he desired to restrict to druggists alone, and he therefore insists when making sales to wholesalers that the names of the buyers should be recorded.

M. Carey Peter submitted the following list on behalf of the Committee on Nominations:

For President.—William J. Walding, Toledo, Ohio.
For Secretary.—A. B. Merriam, Chicago, Ill.
For Treasurer.—S. E. Strong, Cleveland, Ohio.
For First Vice-President.—Theodore F. Meyer, St. Louis, Mo.
For Second Vice-President.—W. O. Blanding, Providence, R. I.
For Third Vice-President.—William R. Redington, San Francisco, Cal.
For Fourth Vice-President.—W. A. Nelden, Salt Lake City, Utah.
For Fifth Vice-President.—H. H. Sinnige, Birmingham, Ala.
For Board of Control.—Lucien B. Hall, Cleveland, Ohio; Thomas E. Shoemaker, Philadelphia, Pa.; W. A. Hover, Denver, Col.; Thomas F. Main, New York; John N. Carey, Indianapolis, Ind.

The nominations were allowed to lie over under the by-laws for two hours. Mr. Peter then submitted the following resolutions on the death of the President of the United States, which were adopted by a rising vote:

Whereas, We unite with our fellow-citizens all through this land in deploring the sudden taking away of the magnificent specimen of an American citizen who has presided at the helm of this nation, having just received an indorsement by election to a second term at the hands of a united country; be it

Resolved, That we bow in humility to this dispensation of Providence, and we thank our Heavenly Father for the splendid specimen of manhood that was exhibited in the life of our martyred President; that we unite with our countrymen in the condolence offered to his widow and in the sentiment of gratitude that the assassin's act, instead of spreading discord, has brought unity to our people and confidence in his successor.

Mr. Peter also submitted a recommendation by the Board of Control that J. C. Fox be elected an honorary member of the association. The recommendation was adopted unanimously.

Time and Place of Meeting.

F. A. Faxon submitted the following report on behalf of the Committee on Time and Place of Meeting:

Your Committee on Time and Place has just held a meeting, and the majority of that committee are in favor of holding our next meeting in Monterey, Cal. The committee does not feel warranted in urging California too strongly, because it is something of an experiment, perhaps, to take this convention so far; but a majority of the committee believe we would have a meeting there as large, if not larger, than the meeting here. You must bear in mind that west of the Missouri River there are many wholesale druggists who are members of our association and others, who never come to our meetings. There are many wholesale druggists located in Spokane, Seattle, Tacoma, San Francisco, Los Angeles, Salt Lake City and others of the far Western cities, who are not members of our association, and who would undoubtedly attend a meeting held in California, and become members. A trip to Cal.

ifornia is a pleasant one, barring, perhaps, the ride over the desert, and even that is not uninteresting. The time from Missouri to Los Angeles is about fifty hours, about two days and nights on the sleeper. If it is decided to go to Monterey I should hope that a special train would be made up to take the party there. I would hope that the route taken would lead the party to Kansas City, where we would be very glad to give them a welcome for twelve hours, from morning till evening, to rest the party and make it comfortable going through. I do not believe there is a more beautiful spot than Monterey on earth. I saw it once, and cannot imagine anything more beautiful. The coast is pleasant from one end to the other, and a majority of the committee feel no mistake would be made in taking the convention to California next fall, but there was a feeling on the part of one or two members of the committee that since this organization is, of course, primarily a business organization, if we had a meeting so far away we would not secure a large attendance. So the committee has reported in this way. Instead of bringing in two reports, we make one report of this kind: We favor first Monterey, Cal., with the alternative of Atlantic City, leaving it to the association to decide the question.

The president announced that under the rules two hours must elapse before action upon this report, and it was therefore made a special order of business for the opening hour, three o'clock, of the fifth and last session of the association.

M. Carey Peter then submitted the report of the Board of Control on various committee reports, each of which was acted upon separately and adopted.

The board recommended the careful perusal of the secretary's report, that the reports on trade-marks, on fraternal relations, on Paris green, on commercial travelers, on memorials of deceased members, on paints, oils and glass, on fire insurance and on the drug market be received and adopted. The board further recommended that the Committee on Revision of Pharmaceutical Lists be continued and be composed exclusively of manufacturers of pharmaceutical preparations; that the association indorse the resolution of the Committee on Local Associations recommending the formation of local associations for the regulation of the local affairs in the State; that the association reiterate its conviction that adulterated essential oils and sophisticated goods of any kind should not be sold; that the Committee on Legislation be instructed to continue its efforts to secure free alcohol for use in the arts and medicines; that the Committee on Suits Against Members be continued with power to act. All of these recommendations were concurred in.

Committee on Credits and Collections.

Mr. Peter, as acting chairman of the Board of Control, recommended the adoption of the resolutions proposed in the report of the Committee on Credits and Collections, which report was commended as giving evidence of an enormous amount of painstaking labor, and the board recommended that the chairman of the committee be given a rising vote of thanks for his labors in behalf of the organization.

The adoption of these resolutions was the subject of considerable debate, Mr. Walbridge and others expressing some doubt as to the advisability of blindly adopting some action merely because some other trade organization had approved of that particular action. These indorsements of other organizations are generally passed by busy men and do not mean much. Eventually the resolutions as submitted by the Board of Control were adopted, with the amendment that the Board of Control should be given power to act.

In discussing the resolution calling for uniform terms Mr. Price asked whether that was intended to apply to the sale or to the purchases. Mr. Peter replied for the board that it should really apply to both. What the trade desired was the unification of the terms. In the South and Southwest the terms were nominally 60 days, but actually six months. Where so much time was required it should not be given on open accounts, but should be given on notes bearing interest. Again, the question of discount involved a good deal of confusion in houses located in the O. K. and I. territory. Everywhere east of Indiana the terms are thirty days and 1 per cent. for cash. In Indiana it is 1½ per cent. and south of the Ohio River it is 2 per cent. While it was impossible to change these things merely by resolution, it is highly desirable that the change be constantly agitated, in the hope of building up a sentiment which would eventually result in the desired change being made.

Daniel Myers, of Cleveland, here submitted his report as chairman of the Committee on Fire Insurance.

Report of the Committee on Fire Insurance.

The losses by fire in the United States and Canada during the first six months of the year 1900 were, in round figures, \$118,000,000. This is certainly an astounding and colossal sum to pass away in smoke and ashes in the short space of six months. A comparison of figures between the first six months of 1900 and the first six months of 1899 shows an increase of \$38,000,000. This phenomenal and abnormal increase of losses by fire has financially weakened many companies, and wiped out of existence several companies, and has also set in motion a movement throughout the country for a general increase of rates. Such an increase would certainly be a necessity and inevitable, providing the loss ratios of the past three years were to continue.

Such, however, has not been the case. Fortunately, the reverse is the fact. Statistics show that normal conditions have again returned, and that the losses the first six months of 1901 were, in round figures, \$89,000,000, a decrease of \$28,000,000 below the first six months of the previous year, 1900. Unless this condition is materially changed for the worse during the remainder of this year there will be no excuse for indiscriminately raising rates by the large insurance companies who now have practically a monopoly of the business.

Your committee last year submitted some important recommendations which were approved by the Board of Control. The recommendations involved so much labor that your committee failed to find time to practically comply. In conclusion we again recommend that the incoming committee print in pamphlet form and mail to each member a copy turning on all the light possible on the following queries:

First. Origin of fires in stocks of chemicals and drugs.

Second. List of hazardous chemicals, drugs and fluids, and how they should be stored and handled.

Third. How best to organize a fire brigade within the house.

Fourth. How to equip a drug house so as to promptly extinguish a fire, if one occurs.

If the foregoing recommendations are carefully and studiously executed, and if the information that will hereby be given to the trade is studiously heeded, it will result in greatly reducing the loss ratio on stocks of drugs and chemicals.

The very best fire insurance, after all, is to so guard your premises



J. HARRY COX

Of the Tilden Co., New Lebanon, N. Y.

as to prevent fires, and in the event fires do occur, to be so equipped as to reduce the loss to a minimum.

The report was referred to the Board of Control.

The assistant secretary, on behalf of the chairman, James Hartford, of New York, presented the

Report of the Committee on the Drug Market.

The report was quite an extended one and gave in detail a review of the fluctuation in the principal drugs of the past year, omitting, however, the statistical tables, which have occasionally been published in these reports.

The president announced that owing to a sudden change for the worse in the condition of the son of the president of the Fort Monroe Club the invitation which had been extended to the members and to the ladies accompanying them for a reception at the club had been withdrawn.

Upon motion of Colonel Walbridge, M. N. Kline was appointed a committee of one to convey to Colonel O'Reilly, the president of the club, the sympathy of the members of the association with him in his affliction.

The president announced the receipt of a telegram to the effect that John I. Thompson, of San Francisco, had died last evening. Upon motion of Mr. Davis the chairman of the Board of Control was instructed to send to the family of the deceased a telegram of condolence.

A Protest Against Premiums to Salesmen.

F. L. Seely, of St. Louis, speaking for the Paris Medicine Co., said that while he fully realized the unpleasantness of complaints, it had become necessary to register one for the earnest consideration of the association. Mr. Seely said:

For a number of years the Paris Medicine Co. paid commissions to jobbers' salesmen on their orders upon laxative bromo-quinine; about

a year ago, upon repeated protests from many of the largest jobbers, we discontinued this plan. We then placed laxative bromo-quinine, which had been on the tripartite plan, on the rebate list, and in order that there could be no dissatisfaction whatever on the part of the jobber we dismissed eighteen traveling men, leaving the field entirely to the jobbers and their men.

Much to our displeasure, and very much to our surprise, in return for this action on our part we find that some of the very jobbers who objected to our paying these commissions have since been allowing imitators of laxative bromo-quinine to pay their men commissions. I read in part from a letter we received only a few days ago:

"Our object in writing you is this: If we are not mistaken you have asked us in the past to allow you to make some arrangement with our travelers to push the sale of laxative bromo-quinine, giving them some bonus or commission. At that time we were declining to do this but lately we have made a few exceptions, among them —"

"We found that all the jobbers in our territory were doing so, and we thought it only right to let you know of this, so, if you like to correspond with our travelers, address a letter to them in our care, and if we can consistently do so we will allow it to go to them."

The Paria Medicine Co. has not knowingly broken the rebate terms in a single instance, and I think Mr. Shoemaker will bear me out that we co-operate with him to the last letter, but it is our earnest decision that if we cannot receive any better returns for our efforts to co-operate with you, laxative bromo-quinine will have to be withdrawn from the rebate list January 1, and we shall be forced to put out our traveling men, as we have done in years past, for self-protection.

As I have said, we regret to come before you with so strenuous a complaint at this time, but when we adopt the plan in our business policy we do it with the seriousness it deserves, and when we find that we cannot afford to be subject to unfair treatment because of that plan we shall drop it with equal seriousness. The trade discounts on laxative bromo-quinine, without mentioning 3 per cent. for cash, amount to over \$85,000 per year, and this fact, coupled with our clean record, is my apology to you, gentlemen.

Would it not be wise and pay you best to seriously consider the



POLE MILLER.

Of the Entertainment Committee.

adoption of a resolution in this meeting remedying the evil called to your attention?

The communication was referred to the Board of Control.

Mr. Martin announced that a meeting would be held immediately after this session of the Southern delegates present, with a view to advising the old Southern Association.

O. F. Shoemaker was elected by a rising vote to succeed himself as chairman of the Proprietary Committee, and, being called upon for a speech, made a few remarks to the effect that whatever success had been achieved under his chairmanship, or might be achieved, was due to the efforts of the members of the association to uphold the work of the Proprietary Committee.

The report of the Committee on Nominations having laid over for two hours as required by the by-laws, the election of officers was entered into and the secretary directed to cast a single ballot for W. J. Walding, of Toledo, for president of the association. Mr. Walding being declared elected, was called upon for a speech, and he begged off on the plea that he had not had sufficient time to rehearse the very eloquent speech that had been prepared for him by Mr. Peter. The remaining nominees were then elected by the casting of a single ballot.

C. F. Weller, of Omaha, said that before adjourning he wished to say a word about the place of meeting, a subject which had been made a special order for the afternoon session. He urged the advantages offered by Monterey, Cal., as a meeting place, and cited the experience of various organizations as proving that a good attendance would be had there.

C. F. Shoemaker, of Philadelphia, vigorously opposed the selection of Monterey as the place of meeting. He said that

he appreciated, as all must appreciate, the advantages which it offered as a pleasure resort, but he urged the members to bear in mind the fact that a visit to the coast would be very expensive and would require a very extended absence from business. This organization was essentially a business organization for the transaction of business, and many who were interested in its affairs would not feel financially able to stand the very serious financial outlay involved in a trip to the Pacific Coast. Mr. Shoemaker spoke slowly, distinctly and forcibly, and his arguments evidently made a profound impression.

H. M. Sharp, of Philadelphia, indorsed the views of Mr. Shoemaker. Upon motion of Mr. Kline Mr. Walbridge was appointed a committee of one to prepare suitable resolutions expressive of the thanks of the members to the several individuals who had contributed so much to the pleasure of the meeting.

FIFTH SESSION.

Thursday Afternoon.

The first business transacted on convening for the afternoon was the adoption of a resolution of thanks to the Long Distance Telephone Co. for the use of its wires; to W. J. Payne, the president of the Newport News, Hampton & Old Point Railway Co., for the use of his private car, and to Mr. Polk Miller for the entertainment furnished by him to the members.

The president now announced that the special order of business for this time—namely, the selection of the next place of meeting—would now be taken up. He called attention to the fact that each firm was entitled to but one vote, and recommended that where more than one member of the firm was present these members should confer and decide as to which member should cast the vote of the firm.

F. A. Faxon, of Kansas City, opened the discussion on the place of meeting as chairman of the committee, recommending the selection of Monterey. After depicting the delights of the Southern portion of California and New Mexico, he said that he felt confident that it would not only be a very agreeable outing for the members, but it would prove so attractive that it would turn out to be one of the largest meetings in the history of the organization.

M. N. Kline, of Philadelphia, said that he was firmly convinced that the meeting at Monterey would be a success. As for himself, he had long planned to go to the Pacific Coast, but had never an opportunity. He believed that there were many more like him who would be pleased to combine duty with pleasure, possibly forego all or a portion of the usual summer vacation and devote this time to a trip to the coast.

John M. Carey, of Indianapolis, on behalf of the minority of the Committee on Place of Meeting, said that those who had opposed the selection of California had based their opposition on a matter of expediency and that there had been no blood spilled in the committee on the subject. So far as his own firm was concerned, it would undoubtedly be represented whether the meeting was held in Atlantic City, California, Porto Rico or the Philippines. It was easy to promise attendance at California a year hence, but might prove difficult to keep that promise.

C. W. Snow, of Syracuse, said that he had made a partial canvass of the members present and found that out of forty-eight interrogated thirty-four were in favor of going to California, and each of these thirty-four had promised either to attend or have some representative present. There were three votes for Put-in-Bay, three for Indianapolis, one for Montreal and six not voting out of the forty-eight interviewed.

E. D. Taylor, of the committee, said that he heartily indorsed all that had been said both by Mr. Faxon and Mr. Kline in favor of California.

James E. Davis, of Detroit, opposed going to California, saying that Mr. Faxon's figures as to the brief time required did not tally with his own ideas as to time. A trip to California means four days and four nights from Detroit, five days and five nights from New York and Boston. This means practically a week going and a week coming. Giving a week at the meeting, this would mean practically three weeks for the Eastern members. In his own case, with a party of four, his trip to Old Point, which would occupy about two weeks, would use up practically \$400. A trip to California would cost at least double this. There were a good many members from smaller houses who were practically the whole thing in their houses and could not get away for three or four weeks, or even for two weeks at a time. If the meeting in California proved a small one, twenty-four months would elapse before some of the members would meet each other, and in that space of time many important things might occur. Mr. Davis said that he had felt sometimes that it might be advisable to have meetings held semi-annually, one to be held in the West and one in the East.

Mr. Faxon said "let us get the facts right." It takes two and three-quarter days from Chicago to Los Angeles. It takes

a day from New York to Chicago and a day and a quarter from Boston to Chicago, or four days Boston to Los Angeles, instead of a week, eight days thus being consumed in the travel to and fro. He said that he expected that the largest delegation would go from New York, Boston, Philadelphia and Detroit.

Mr. Powers, of Richmond, said that he believed that it was an unwritten law to go to some other place than that recommended by the committee. He opposed the selection of California and proposed Boston be substituted for Monterey as a place of meeting.

Mr. Kline objected, saying that if the members met in Boston they would find themselves all under arrest probably.

After some further debate, participated in by Mr. Peter, Mr. Snow, Mr. Purcell, Mr. Frisbie and Mr. Cutler, of Boston, who intimated that some other year would be preferred by the Boston trade for welcoming the association, it was decided to vote yes and no upon a proposition to meet at Monterey. Mr. Faxon and Mr. Davis being appointed tellers, a ballot was taken and the vote announced as forty-two in favor of Monterey and thirty-eight as opposed. Upon motion of Mr. Davis the vote for Monterey was made unanimous.

I. S. Coffin, of Coffin, Reddington & Co. of San Francisco, expressed the gratification which he felt himself as a member of a California house at the choice made by the association. He assured the members of a hearty welcome and of a most delightful and profitable trip.

Mr. Kline then read a communication which he had sent under instructions from the association conveying the sympathy of the organization with Colonel O'Reilly, president of the Fort Monroe Club, in the affliction under which he was suffering in the illness of his son.

Mr. Peter, chairman of the Board of Control, reported that the legal adviser of the association had stated that such a by-law as contemplated in Colonel Purcell's resolution could be adopted without danger of legal complications. He also submitted a substitute proposed by Mr. Coffin, which provided for expulsion for violation of the spirit of the preamble to the constitution of the association, and recommended that both resolutions and the entire subject be referred to the incoming Board of Control with power to act.

Colonel Purcell stated that he had no objections to offer to the proposed disposition of the subject, but that he still adhered to his preference for the original resolution as being more definite and being in the shape of a formal notice to those who were not keeping their obligations under the tripartite plan. The recommendations of the Board of Control were thereupon adopted. Mr. Peter submitted resolutions to the Board of Control commending the report of the Committee on Drug Market to the careful consideration of the members, recommending that the incoming Committee on Fire Insurance carry out the recommendations contained in the reports of the committees submitted this year, and, further, submitting the following resolution regarding the complaint of the Paris Medicine Co:

Resolved, That it is a sense of this association that it is unwise and unbusinesslike on the part of any of our members to permit any manufacturer to pay a bonus or reward to any of their traveling representatives.

The resolution was adopted as submitted. Mr. Peter, for the Board of Control, submitted the following resolutions concerning proprietary goods:

REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS.

In connection with the report of the Committee on Proprietary Goods we offer the following resolutions:

I. *Resolved*, That we reaffirm the action of the association a year ago as expressed in the following resolutions:

Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

Resolved, That the strength of the contract system lies in the manufacturers' adhesion to a recognized list of wholesale distributors to whom sales at their largest quantity discount should be restricted.

Resolved, That the chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

II. *Resolved*, That the thanks of this association are extended to those proprietors who have adopted the tripartite plan and have loyally supported the same.

III. *Resolved*, That proprietors are especially requested to exercise greater care and vigilance in regard to the signing of their contracts, and in insisting that their rules on the subject shall be complied with.

IV. *Resolved*, That it is the urgent recommendation of this association that every wholesale druggist in the country, whether a member of this organization or not, should co-operate in every reasonable manner with the retail trade in its efforts to secure protection by the operation of the tripartite plan.

V. *Resolved*, That we also wish to remind all wholesale druggists

of the primary importance of maintaining absolutely the obligations imposed upon them by the rebate and tripartite plans, not only from a sense of duty but also as a matter of sound business policy.

The resolutions were adopted as presented, and Colonel Walbridge, of St. Louis, submitted the following resolutions of thanks:

Whereas, For many years it has been the custom of our association to hold its annual meetings at or near large cities where the Committee on Entertainment received substantial aid, financial and personal, from local members of the association, and the present meeting being a departure from that custom, has exacted an unusual effort of the committees charged with the comfort and pleasure of our members and guests; and

Whereas, These committees have met the demand in a manner that calls for an expression of our appreciation and thanks;

Resolved, That the National Wholesale Drug Association express, by rising vote, its thanks and appreciation of the work done by the Committee on Entertainment and the Ladies' Committee under unusual circumstances, calling for new lines of thought and action;

Resolved, That we recognize in the efforts of the chairmen and members of these committees a degree of tact, watchfulness, fairness and loyalty commanding unqualified admiration from all lovers of these dominant American traits;

Resolved, That a copy of these resolutions and preamble, signed by the president and secretary, be sent to Mr. E. D. Taylor, chairman of Entertainment Committee, and Mrs. E. D. Taylor, chairman Ladies' Committee, and to each member of these committees.

C. F. Weller moved that the thanks of the association be tendered to the manager of the Chamberlin Hotel for the uniform courtesy and kind treatment extended to the members.



HAROLD SORBY,

Manager of the Pasteur Vaccine Co., Chicago.

The motion was carried and the fifth session of the meeting then adjourned.

SIXTH SESSION.

Thursday Evening.

The sixth session of the meeting was called to order by President Walker in the parlors of the Chamberlin for the installation of the incoming officers. Thomas F. Main, of New York, and James E. Davis, of Detroit, both former presidents of the association, were appointed to introduce the newly elected officers, the first of whom was the president, W. J. Walding, of Toledo, Ohio. President Walker in introducing his successor paid him a very high tribute as a man whose work for the association had been earnest and efficient, and who had been one of the mainstays of the organization. Mr. Walding was much affected by the eulogy and in a few words expressed the sense of obligation under which he felt to the members for the high honor bestowed upon him. The remainder of the newly elected officers were then installed, each making an appropriate address, after which the members and the ladies proceeded to the banquet hall, where a typical Chesapeake Bay banquet was served.

THE BANQUET.

Thursday Evening.

The dining room of the Chamberlin, in which the banquet was served, was handsomely decorated with flowers and

plants. The tables were arranged for parties of eight and the speakers' table was placed across the southern end of the room.

At the conclusion of the meal E. D. Taylor, of Richmond, who as chairman of the Reception Committee acted as toastmaster, took occasion to express the thanks of himself and the other members of the local committee to Clarence G. Stone and Thomas P. Cook, both of New York City, for their valuable assistance in perfecting the arrangements for the meeting, and to Col. George A. Keeler, manager of the Chamberlin and Hygeia hotels, who had done all that the committee requested and more besides to make the meeting agreeable for those in attendance.

W. J. Walker, of Albany, who spoke for the past of the N. W. D. A., made a brief address reviewing the rapid growth of the organization to its present high plane of usefulness.

W. J. Walding, of Toledo, the incoming president, speaking of the N. W. D. A. of the future, said that he had received a number of telegrams from friends reading something like this: "Congratulations; they could not have done worse. Now I see why you went." On reading this to his friend, Carey Peter, that gentleman became quite indignant and prepared an eloquent speech, which he had rehearsed for two and a half hours and which he had delivered in the front room during the inaugural ceremonies. He could only hope that the future of the association under his direction would be as brilliant as the past under the direction of Mr. Walker.

Frank N. Faxon spoke most eloquently on the theme of "getting together." He said that "proper and beneficent organization is a golden key opening the door through which we pass to larger opportunity and better things; it is the source of the world's progress." He then quoted from history to show the need for and power of organization, and concluded his eloquent address with a glowing tribute to the late President of the United States, who had done so much toward getting together the different sections of this vast country.

Col. John B. Purcell spoke on "Hampton Roads and James River, the Cradle of the Republic," and took occasion to pay a tribute to Mr. Lyon G. Tyler, who had given this title to the vicinity in which the meeting was held.

The toast "Virginia" was responded to by Hon. Lyon Tyler, son of President Tyler and president of William and Mary College, the oldest institution of learning on this continent. Mr. Tyler reviewed the early history of Virginia and made a plea for changing the name of the United States from its present mere descriptive title to a distinct and specific name, proposing that of Virginia as having been the original name of the country.

Dr. Geo. Ross, of Richmond, responded on behalf of his medical brethren to the toast "The Medical Profession." He said that his fellow practitioners most gladly relegated to the druggist the task of preparing the medicines to be dispensed, and congratulated the druggists both upon the skill shown in preparing their medicines and upon the consummate skill shown in inducing the physician to avail himself of that skill. He concluded with the following poem:

The earth, when thirsty, drinks the rain;
Drinks, then thirsts, then drinks again;
The fragrant flowers drink earth and air,
By constant drinking keep fresh and fair.
The sea itself, one well might think,
Must surely have small need for drink,
Yet drinks ten thousand rivers up,
But rarely overflows its cup.
The red-faced sun, too, drinks between,
If fairly judged by his ruddy mien.
The roseate morn and twilight eve
Drink up the sea, we all believe.
The moon and stars, too, drink the sun,
Then nightly twinkle, as though in fun;
Thus in all nature thirst is found,
And one eternal quaff goes round.
But note that, drinking always, as they do,
They never drink too much, and neither do you.

(Applause.)

M. Carey Peter, of Louisville, spoke somewhat briefly to the toast "The Ladies," concluding with the following new version of two old rhymes:

Ca, woman, in our hours of ease,
Uncertain, coy and hard to please,
But, seen too oft, familiar with thy face,
First we pity, then endure, and then embrace.

James W. Seely, of Detroit, president of the N. A. R. D., responding to that toast, briefly thanked the N. W. D. A. for the courtesies extended to the delegates from that association.

Mr. Taylor said that unavailing efforts had been made to secure some member of the Proprietary Association to respond to the toast "The Proprietary Association," and he would now therefore call for the last speaker of the evening, who was to

respond to the toast "The Old Flag and the New," Mr. Hugh Gordon Miller, of Norfolk.

When freedom from her mountain height
Unfurled her standard to the air,
She tore the azure robe of night
And set the stars of glory there.

Mr. Miller, quoting the above, said that he felt that he might well recite these thrilling lines and then take his seat, but since so much had been said about getting together that he felt that the flag might well be waved for a few moments by a young American from

Down by those inland rivers,
Whence the fleets of iron have ded,
Where the blades of the grave grass quiver,
Asleep on the ranks of the dead,
Where, under the sod and the dew,
Waiting the judgment day,
Sleeps under the one the blue,
Under the other the gray.

He acknowledged the honor done in his selection to respond to this noble toast, not as a personal tribute, but as one to young America, that young America which was destined to be the custodian not only of the liberties of Americans, of Cubans, of Porto Ricans and of Filipinos, but of the liberties of the whole world; that young and new America of which Theodore Roosevelt, the head of the nation, is the personification, and which, without regard to section or party, will in this twentieth century be found standing by the flag of this country.

In words of burning eloquence, on fire with patriotism and thrilling with high emotion, the speaker held his hearers spell-bound for nearly an hour. His slender, graceful figure and glowing, boyish countenance at once enlisted the sympathy of the audience, and the wealth of his imagery, the grace of gestures and the elegance of his diction combined to make his oration memorable in the annals of the association. When he paused and apologized for the length of his speech the diners eagerly clamored for more. His remarks were frequently and enthusiastically applauded, and when he finally concluded his hearers gave vent to their enthusiasm by the most vociferous and long continued applause, all rising to their feet as the orchestra played "The Star Spangled Banner."

Official Register of Attendance.

Following is the official list of the register of those in attendance at the meeting at Old Point Comfort:

H. N. Timolat, Oakland Chemical Co.; Frank M. Bell, Armour & Co.; Louis Yakel, Kohler Mfg. Co.; Fred'k Aschenbach, Aschenbach & Miller; Caswell A. Mayo, THE AMERICAN DRUGGIST; Henry Dohmen, the F. Dohmen Co.; W. H. Ogborn, Cincinnati; John C. Spratt, Parke, Davis & Co.; Romaine Pierson, THE AMERICAN DRUGGIST; E. N. Rowell, the E. N. Rowell Co.; F. E. Holliday, Philadelphia; Harry Skillman, Parke, Davis & Co.; J. H. Schenck, J. H. Schenck & Son; S. E. Strong, Strong, Cobb & Co.; L. L. Pope, Lawrence-Williams Co.; C. F. Shoemaker, Shoemaker & Busch; T. F. Van Natta, Van Natta-Lynds Drug Co.; H. D. Martin, Mallinckrodt Chemical Works; N. D. Randolph, Randolph Paper Box Co.; E. D. Taylor, Powers-Taylor Drug Co.; Willis A. Bailey, the Bailey Drug Co.; J. D. Price, Orr, Brown & Price; A. B. Merriam, secretary; Frank A. Faxon, Faxon, Horton & Gallagher; Charles F. Cutler, Eastern Drug Co.; John H. Emery, Burroughs Bros. Mfg. Co.; Harold Sorby, Pasteur Vaccine Co.; Charles E. Matthews, Sharp & Dohme; Earle C. Derby, American Can Co.; William A. Allison, Oil, Paint and Drug Reporter; Eugene F. Yahr, Yahr & Lange Drug Co.; Harry H. Good, Carter Medicine Co.; H. H. Sinnige, Fabers, Morrow & Sinnige; C. F. Weller, Richardson Drug Co.; Clarence G. Stone, Lambert Pharmaceutical Co.; Charles Hubbard, Charles Hubbard Sons Co.; William A. Saller, John Wyeth & Co.; R. L. Tye, Merck & Co.; C. W. Snow, C. W. Snow & Co.; John Clay, Merck & Co.; James F. Cowes, John L. Thompson, Sons & Co.; William M. Warren, Parke, Davis & Co.; Fred. L. Carter, Carter, Carter & Meigs; Fred. M. Odens, Parke, Davis & Co.; William J. Walker, Walker & Gibson; Frank S. Henry, Williams Mfg. Co.; P. B. Lance, W. B. Warner & Co.; F. A. Hessig, Hessig, Ellis Drug Co.; H. C. Clark, Farrand, Williams & Clark; Charles S. Jones, Powers & Weightman; Thomas E. Shoemaker, Robert Shoemaker & Co.; Walter V. Smith, Valentine H. Smith & Co.; G. D. Searle, the Searle & Hereth Co.; John W. Durr, Jr., Gay, Hardie & Durr; Charles W. Staudinger, Anheuser-Busch Brewing Association; G. G. Minor, Owens & Minor Drug Co.; G. A. Newman, California Fig Syrup Co.; Joseph R. Kathrens, Pabst Brewing Co.; M. E. Sherman, Des Moines Drug Co.; H. L. Spencer, Des Moines Drug Co.; Louis Dohme, Sharp & Dohme; Fred W. Sultan, Sultan Drug Co.; M. Cary Peter, Peter-Baur Drug Co.; W. J. Walding, Walding-Kinnan-Marylin Co.; E. Stauffen, Sharp & Dohme; Charles P. Barton, Robinson Pellet Co.; H. H. Arrington, Curry, Arrington & Co.; William J. Mooney, A. Kiefer Drug Co.; C. A. Rucker, Swift Specific Co.; F. S. Bruen, Pond's Extract Co.; L. R. Dronberger, Mallinckrodt Chemical Works; George R. Hillier, R. Hillier's Son Co.; F. L. Stallman, Stallman & Fulton Co.; W. Holloway, Jr., Johnson, Holloway & Co.; I. S. Coffin, Coffin, Redington & Co.; William Stridiron, Berry Bros., Ltd.; D. H. Newhall, The Pharmaceutical Era; J. E. Toms, secretary Proprietary Committee; Dr. H. W. Jayne, Barrett Mfg. Co.; C. A. Rucker, Braddfield Regulator Co.; H. D. Faxon, Faxon, Horton & Gallagher; G. A. Brooks, James Walsh & Co.; Horace M. Sharpe, D. D. Jayne & Co.; Charles C. Fuller, Charles C. Fuller; Arthur W. Clafin, George L. Clafin & Co.; William B. Young, the Lee & Osgood Co.; W. S. Gerity, Gerity Bros.; George M. Olcott, Dodge & Olcott; A. C. Murdock, J. N. Murdock Co.; Arthur A. Stillwell, Harry J. Schnell, Oil, Paint and Drug Reporter; H. S. Douglas, Douglas Mfg. Co.; John P. Cobb, Parke, Davis & Co.; S. H. Carragan, Parke, Davis & Co.; Christian Beilstein, Dodge & Olcott; R. P. Rowe, National Lead Co.; A. Klahre, Roessler, Hasslacher Chemical

Co.; George B. Bower, J. C. Ayer Co.; A. Robinson McIlvaine, McIlvaine Bros.; A. R. Olney, James E. Davis, William Davis, Brooks & Hinchman Sons; William S. Mersereau, Schieffelin & Co.; William P. Ritchey, Bruen, Ritchey & Co.; C. S. Littell, R. W. Robinson & Son; E. C. Frisbie, Talcott, Frisbie & Co.; F. R. Jones, J. Ellwood Lee Co.; L. Ellwood Lee, J. Ellwood Lee Co.; George W. Norrell, Houston Drug Co.; John N. Cary, Daniel Stewart & Co.; A. E. Shiting, Grasselli Chemical Co.; E. H. Nelson, Nelson, Baker Co.; Lee M. Hutchins, Hazeltine & Perkins Drug Co.; Winthrop E. Noyes, Noyes Bros. & Cutler; Alexander R. Lewis, Johnson & Johnson; E. W. Schneider, Schneider & Irving Drug Co.; Charles W. Whittlesey, the Charles W. Whittlesey Co.; John C. Muth, Muth Bros. & Co.; Charles S. Martin, Spurlock, Neal Co.; R. O. Horton, Strother Drug Co.; H. W. Williams, H. W. Williams & Co.; Samuel N. Jones, N. A. R. D.; G. Frank Bally, James Bally & Son; Fred. L. Seely, Paris Medicine Co.; James W. Sealey, N. A. R. D.; Benjamin Lillard, *Practical Druggist*; E. E. Dickinson, E. E. Dickinson & Co.; R. L. Winchester, Lucien B. Hall, Benton, Myers & Co.; W. B. Kaufman, Parke, Davis & Co.; C. L. Gleason, Parke, Davis & Co.; John B. Purcell, Purcell, Ladd & Co.; J. G. Davis, Grenier, Kelly Drug Co.; Gustav Martin, Thomas M. Curtius, Lee Wiltee, William S. Merrell Chemical Co.; A. H. Burdall, William S. Merrell Chemical Co.; J. L. Hopkins, J. L. Hopkins & Co.; H. B. Harding, Humphreys Homeo. Med. Co.; John F. Sprague, Sharp & Dohme; J. L. Prior, Sharp & Dohme; J. F. Christian, Sharp & Dohme; R. W. Powers, Powers-Taylor Drug Co.; Fredk B. Harry, Powers & Weightman; William Henry Hall, Hall & Ruckel; H. H. Ellet, Lyman, Ellet Drug Co.; Anthony M. Hance, Hance Bros. & White; T. E. Crossman, official stenographer; A. L. Carter, Resinol Chemical Co.; Dr. H. M. Carter, Resinol Chemical Co.; Richard Gwathmey, Richard Gwathmey & Co.; William O. Blanding, Blanding & Blanding; S. C. Dobbs, the Coca Cola Co.; Charles A. Fuller, Truslow & Fuller; Charles H. Camp, Centaur Co.; John McRae, Sharp & Dohme; W. A. Talbott, the Piso Co.; A. P. Hamilton, Parke, Davis & Co.; W. B. Faris, H. J. Baker & Bro.; James Hartford, Schoeffkoff, Hartford & Hanna Co.; Franklin Black, Charles Pizer & Co.; W. W. Curtis, Sharp & Dohme; Herbert Turrell, Parke, Davis & Co.

LADIES IN ATTENDANCE.

Mrs. F. Aschenbach, Philadelphia; Mrs. W. O. Allison, New York; Mrs. W. O. Blanding, Providence; Mrs. F. W. Bahnsen, Rock Island; Mrs. L. B. Dronberger, St. Louis; Mrs. G. F. Bally, Baltimore; Mrs. C. F. Cutler, Boston; Mrs. J. F. Cowee, Troy; Mrs. F. L. Carter, Boston; Mrs. S. H. Carragan, New York; Mrs. T. P. Cook, New York; Mrs. I. S. Coffin, New York; Mrs. J. H. H. Cox, New Lebanon; Mrs. H. D. Carpenter, Ithaca; Mrs. A. W. Claffin, Providence; Mrs. T. E. Crossman, New York; Mrs. Henry Dohmen, Milwaukee; Mrs. J. W. Durr, Jr., Montgomery, Ala.; Mrs. James E. Davis, Detroit; Miss Davis, Detroit; Mrs. J. H. Emory, Baltimore; Miss Applegarth, Baltimore; Mrs. G. A. Fuller, New York; Mrs. Mary Talbot Fisher, Warren, Pa.; Miss Fisher, Warren, Pa.; Mrs. F. S. Gerity, Elmira, N. Y.; Mrs. John Gleichmann, Philadelphia; Mrs. F. E. Holliday, Philadelphia; Mrs. M. E. Harbaugh, Cleveland; Mrs. Charles Hubbard, Syracuse; Mrs. L. B. Hall, Cleveland; Mrs. G. R. Hillier, New York; Mrs. W. Holloway, Philadelphia; Mrs. Lee M. Hutchins, Grand Rapids, Mich.; Miss Ihling, Philadelphia; Mrs. Frank R. Jones, Conshohocken, Pa.; Mrs. H. T. Jarrett, New York; Mrs. H. W. Jayne, Philadelphia; Mrs. J. R. Kathrens, Milwaukee; Mrs. Alfred Klahre, New York; Mrs. M. N. Kline, Philadelphia; Mrs. P. R. Lance, Philadelphia; Miss Lawson, New York; Mrs. J. Ellwood Lee, Conshohocken, Pa.; Miss N. B. Lee, Conshohocken, Pa.; Mrs. C. S. Littell, New York; Mrs. W. S. Morris, Parkersburg, W. Va.; Mrs. A. R. McIlvaine, Philadelphia; Miss McIlvaine, Philadelphia; Mrs. G. A. Newman, Louisville; Mrs. W. H. Ogborn, Cincinnati; Mrs. G. M. Olcott, New York; the Misses Olcott, New York; Mrs. A. R. Olney, Clinton, Iowa; Mrs. L. L. Pope, Cleveland; Mrs. J. B. Purcell, Richmond; Mrs. F. B. Perry, New York; Miss Katherine Patton, Philadelphia; Miss N. W. Randolph, Richmond; Mrs. W. P. Ritchey, New York; Mrs. B. P. Rowe, New York; Mrs. C. F. Shoemaker, Philadelphia; Mrs. G. G. Searle, Chicago; Mrs. M. E. Sherman, Des Moines, Iowa; Mrs. H. L. Spencer, Des Moines, Iowa; Mrs. F. W. Sultan, St. Louis; Miss A. Stallman, New York; Miss C. Stallman, New York; Mrs. H. M. Sharp, Philadelphia; Miss Florence W. Sharp, Philadelphia; Mrs. E. D. Taylor, Richmond, Va.; Mrs. C. W. Snow, Syracuse; Mrs. H. Turrell, New York; Mrs. F. F. Van Natta, St. Joseph, Mo.; Miss Van Natta, St. Joseph, Mo.; Mrs. C. F. Weller, Omaha; Miss Weller, Omaha; Miss Agnes Weller, Omaha; Mrs. W. J. Walker, Albany; Mrs. Thaddeus Walker, Detroit; Mrs. A. E. Whiting, Cleveland; Mrs. C. T. Walbridge, St. Louis; Mrs. E. F. Yahr, Milwaukee; Mrs. W. B. Young, Norwich, Conn.; Mrs. A. L. Carter, Baltimore; Mrs. M. H. Carter, Baltimore; Mrs. C. L. Gleason, Chicago; Mrs. Hamilton, New York.

ECHOES OF THE N. W. D. A.

The labors of the local entertainment committee were much complicated by the fact that their work was necessarily conducted at long range, the active members of the local committee being drawn from Richmond, a good three hours away from Old Point by rail. Notwithstanding this disadvantage, however, the committee succeeded in infusing in the welcome extended to the arriving members such a cordial hospitality as to lead some to propose that Old Point Comfort be made a permanent meeting place of the association, and in the course of an informal chat a prominent Western member was heard to say that should the association not go to Monterey, Cal., for its next meeting he would actively urge the selection of Old Point Comfort as a permanent meeting place. Mr. and Mrs. Edgar D. Taylor, of the Powers-Taylor Drug Co., and Major N. M. Randolph and his daughter, Miss Randolph, took up their abode at the Chamberlin on Saturday evening, October 12, the hotel being opened in advance of the specified date for their special benefit, in order that they might be on hand to extend a welcome to incoming visitors.



"Four poses, twenty-eight pictures, for 25 cents," was the legend over photographic galleries in Norfolk, Hampton and Newport News which caught the attention and quarters of many of the visitors in strolling about the vicinity. In one case two jolly parties of delegates met in one of these galleries, and after the promiscuous grouping was over one of the ladies inquired, *sotto voce*, of another, "Who were those two gentlemen I was photographed with?" The group shown herewith embraces a trio of Chicagoans, H. N. Timolat, of the Oakland Chemical Co.; Romaine Pierson, of the American Druggist, and Frank N. Bell, of Armour & Co.

DECISION AGAINST THE WORCESTER PLAN.

Case of Garst vs. Hall & Lyon Decided Adversely to Garst.

The case of Dr. Julius Garst, of the Pheny-Caffeine Co., of Worcester, Mass., against Hall & Lyon, of Providence, R. I., for an alleged violation of contract in selling goods below the established price, has been decided by the Supreme Court in favor of the defendants. The decision is that the contract against cutting prices does not follow the goods in such a way as to affect the rights of purchasers, who secure their goods from vendees of the company.

The attorney for the defendants said that the decision was of such a nature that it did not seem likely that anything could be done in the future to enforce the provisions of the Worcester plan by means of the courts. It will only be necessary for the purchaser to obtain his goods of a jobber or other person who is not an agent of the Pheny-Caffeine Co., to render the contract invalid.

The decision of the court is a hard blow to Dr. Garst, who has been engaged in a long struggle to prevent the sale of his preparations at cut prices, and is doubly disappointing, following, as it does, upon the heels of an earlier decision in Garst vs. Harris, in which the right of the owner to prevent price cutting when contract existed seemed to be thoroughly established.

BLOW TO THE TRIPARTITE AGREEMENT.

Associations Enjoined from Boycotting the Jacobs Pharmacy Co.

The first decision under the famous anti-trust law of Georgia was handed down on September 16 by Judge J. H. Lumpkin in the Fulton Superior Court. The decision enjoins the Atlanta Druggists' Association from sending out to wholesale druggists or proprietors of proprietary medicines through the mails, or delivering to them otherwise, lists of so-called aggressive cutters in which the name of the Jacobs Pharmacy Co. appears. It enjoins the use of the traveling salesman's card system or the circulation of any circular or agreement whatever which in any manner threatens or seeks to intimidate proprietors or wholesalers to prevent them from selling to the Jacobs Pharmacy Co. as a cutter or aggressive cutter. Wholesalers who are members of the association, or have a representative as a member, fall within the terms of the injunction, which is wide and sweeping in its provisions.

The Atlanta Druggists' Association propose to keep up the fight, and will carry the injunction to the Supreme Court.

New York Retailers Form Co-operative Company.

There was incorporated at Albany on October 22 the Pharmacists' Manufacturing Company, of New York City, with a capital stock of \$20,000. The directors named were George H. Hitchcock, V. C. Daggett and George Kleinau, all of New York City. Particulars of the new venture may now be published, although they have for various reasons been kept secret during the several months in which the company was in process of formation. The Pharmacists' Manufacturing Company is designed as a co-operative organization of retail pharmacists, who shall manufacture and sell to their own trade the specialties which physicians have been in the habit of prescribing. The officers of the company are: President, George H. Hitchcock, of Kellogg & Co., druggists, 1031 Sixth avenue; vice-president, Reuben R. Smith, pharmacist, 198 Ninth avenue; secretary, Bruno R. Dauscha, 1294 Madison avenue, and treasurer, Saleem F. Haddad, 89 Broad street. Board of Directors: G. H. Hitchcock, V. C. Daggett, J. M. Pringle, Jr., G. T. Reeder, William L. Schaaf, O. Boeddiker, George Kleinau. The capital of \$20,000 is divided into 800 shares, valued at \$25 a share. Stockholders are limited to the purchase of four shares each, nor can they become stockholders without the purchase of four shares, or the investment of \$100. At a meeting of the Board of Directors held on October 8 it was resolved that the stockholders should subscribe 50 per cent. of their holdings not later than November 1, and that the balance of their subscription be paid on or before December 1.

While pharmacists have been sought as stockholders, there is no intention, it is said, to withhold stock from the general public, nor has any limit been placed upon any future extension of capital should that be deemed advisable, although, as before stated, no stockholder can hold more stock than an

other. The directors and officers of the company are to give their services without remuneration.

In talking of the plans and scope of the new company to an AMERICAN DRUGGIST representative the other day, President Hitchcock said:

"This is not to be a buyers' club. It is a strictly ethical manufacturing concern, and is the outcome of many earnest and forceful consultations among prominent New York pharmacists. We have come to the conclusion that our only salvation lies in prescription trade. Proprietary business, with its cut prices, etc., holds out no inducements whatever, and our only way to make a living is to have the co-operation of physicians. We expect to create a demand from physicians for the various elixirs, emulsions, tablets and semi-proprietary preparations which it is customary for them to prescribe and specify by some particular brand."

Obituary.

J. Clitheroe Smith.

The death of J. Clitheroe Smith, of Plattsburg, N. Y., which occurred suddenly on the morning of October 18, was a great and painful surprise to his many friends and especially to the surviving members of the new State Board of Pharmacy. Mr. Smith was long a member of the old State Board, and was distinguished as the only member of it that was elected to the new board. In the meetings that were held by the members elect to arrange for an intelligent and efficient taking up of affairs as soon as the new board was in legal existence Mr. Smith was always chairman and won the esteem of all by his efficiency and fair conduct of the proceedings. He was always genial and a man of good address, so that he will be much missed from the board. On learning of the death of Mr. Smith President Smith consulted with his Buffalo associates of the board, and it was soon arranged by telegraph to send a memorial wreath of flowers to the funeral, and W. L. Bradt, of Albany, and George H. Merritt, of Newburgh, were appointed to attend. At the general meeting of the board in New York this week suitable action was taken on the death of Mr. Smith.

Mr. Smith was a member of the firm of Smith & La Rocque, Plattsburgh, N. Y. He was born in South Elkington, Lincolnshire, England, where he served the usual period of apprenticeship as a pharmacist. He emigrated to Canada after attaining his majority and was engaged in the drug business in Montreal. He removed to Plattsburgh in 1872 and became senior member of the firm of Smith & La Rocque in 1880. He is survived by two daughters.

John I. Thompson, of the wholesale drug firm of John L. Thompson Sons & Co., of Troy, N. Y., died at San Francisco, Cal., on October 16, while attending the General Episcopal Convention there as a delegate from the Albany Diocese. Mr. Thompson had not been in good health for some time, yet his death came as a shock. He was born in Troy on April 2, 1831.

Thomas Augustus Beard, one of the most popular pharmacists in the Eastern District of Brooklyn, died suddenly on October 20, at his home in that city, of heart failure, which, it is believed, was brought on by injuries received in a trolley car accident three weeks ago. Mr. Beard was born in Columbia, S. C., 58 years ago.

Eugene C. Van Namee, a prominent druggist of Watertown, N. Y., died suddenly on October 8, of paralysis. He was about 55 years old and was born in Watertown.

Wm. Orr Barclay, senior member of Barclay & Co., drug manufacturers, of No. 44 Stone street, New York, died on October 17.

Oregon State Pharmaceutical Association.

The Oregon State Pharmaceutical Association held its annual sessions at Portland on October 10 and 11. The address of welcome was delivered by Dr. O. P. S. Plumber, of Portland, George A. Harding, of Oregon City, making the response. President Ralph Crysler's annual address was an able one, and he called attention to many of the evils from which the trade is now suffering. The proceedings wound up with a banquet. The association indorsed the workings and plan of the National Association of Retail Druggists, then in session at Buffalo, N. Y.

The following officers were elected for the ensuing year: President, B. F. Jones, Portland; First Vice-President, V. H. Chaatain, Milton; Second Vice-President, J. H. Martin, Portland; Third Vice-President, Miss M. M. Neuman, Ontario; Secretary, A. W. Allen, Portland; Treasurer, Fabian Byerley, Portland. Portland was selected as the place for holding next year's session.

GREATER NEW YORK.

F. M. Robinson, of R. W. Robinson & Co., is reported ill.

F. L. Holton, of Holton & Adams, is back from a Western trip of three months.

P. J. Foye, druggist, of Seventh avenue and 117th street, recently sold his store.

N. Wolfert, 101st street and Madison avenue, has opened a new drug store at 120th street and Fifth avenue.

A new drug store at Thirty-first street and Lexington avenue has been opened by H. Jaschun, of No. 2227 Second avenue.

A new store at 113th street and Fifth avenue will shortly be established by J. Bockar & Co., now located at 112th street and Madison avenue.

The New York College of Pharmacy boasts of the largest junior class it has ever had. There are 182 students in it, against 162 last year.

John Gallagher, druggist, of Concord and Jay streets, is back at his store after a long vacation trip to Buffalo, Montreal and the Thousand Islands.

Wm. S. Settle, formerly a clerk with Frank F. Wright, at Reid and Gates avenue, Brooklyn, has purchased the latter's pharmacy and is now conducting it.

A new drug store has been opened by A. C. Heisler, who was formerly with Thomas Latham, Seventy-fifth street and Third avenue, at No. 3206 Third avenue.

The Roessler & Hasslacher Chemical Co., of New York, has had its exhibit at the Pan-American Exposition at Buffalo honored by the presentation of a gold medal.

W. H. Holden, superintendent of Parke, Davis & Co., Detroit, stopped at the New York office of the firm last week on his way to the Berkshire Hills, where he will spend his vacation.

Albert Plaut, of Lehn & Fink, was a witness in the Court of Special Sessions recently against Hans Dierks, a porter, charged with theft. Dierks was sentenced to 30 days' imprisonment.

Ewen McIntyre, of McIntyre & Son, Fifty-sixth street and Sixth avenue, has sufficiently recovered from the injuries received by his recent wheeling accident to be able to attend to his regular duties.

Dr. J. Takamine, of Parke, Davis & Co.'s forces, accompanied by his wife, sailed for London last week en route for Japan. He will make a trip around the globe and expects to return about next August.

Emil Levi, of C. F. Boehringer & Soehne, sailed for Europe on the 22d inst., on the "Kaiser Wilhelm der Grosse." He goes to the home office at Mannheim, Germany, the trip being purely one of business.

Joseph Kathrens, of the Best Tonic Department of the Pabst Brewing Association, sailed for Cuba on October 23 on the Ward Line steamer *Seguranca*, accompanied by Mrs. Kathrens, with whom he visited Old Point Comfort at the recent meeting of the N. W. D. A.

The New York Retail Druggists' Bowling Association has met and elected officers to serve during the ensuing year, as follows: President, Charles H. White; vice-president, R. H. Timmerman; treasurer, I. Maxwell Pringle, jr.; secretary, L. W. De Zeller; captain, Geo. H. Schweinfurth. Games will be rolled every Tuesday evening at Starr's Alleys, Fifty-ninth street near Eighth avenue.

An attachment for \$1,007 against A. S. Wolfs & Co., druggists, of No. 761 Amsterdam avenue, was recently obtained by Lehn & Fink for drugs sold to them from June 1 to October 13. The attachment was obtained on the ground that the members of the firm were about to dispose of their property. The Sheriff put a keeper in the store. It was stated that they were to sell the business on the 18th inst. for \$5,000, and that they had said they could not pay the claim of Lehn & Fink, as they owed \$4,000.

F. E. Wallace, No. 203 Broadway, and Arthur S. Somers, of No. 100 William street, were elected new members; John T. Baker, of the Baker-Adamson Chemical Co., Easton, Pa.,

a non-resident member, and Henry A. Dalley, of Lazell, Dalley & Co., was restored to membership in the Drug Club at the monthly meeting of the Board of Governors, on October 13. Col. E. W. Fitch, E. G. Wells and Thomas P. Cook were appointed a committee to draft suitable resolutions on the death of J. A. Toy. There are now 11 names on the waiting list for membership.

Judgment and execution for \$26,395 has been decreed against the United Correspondence Schools Company, of No. 156 Fifth Avenue, in favor of Leonard L. Poates, on four demand notes of the company, three aggregating \$15,600, to the order of the Scientific Publishing Company, and one for \$13,378, to the order of R. P. Rothwell, on which \$3,442 has been paid. The United Correspondence Schools Company has been succeeded by the American Correspondence University, of which Charles W. Parson, formerly editor of the Pharmaceutical Era, is the president. Correspondence courses in pharmacy will be conducted.

The fall meeting of the Westchester County Pharmaceutical Association was held at the Orawampum Hotel, White Plains, N. Y., on October 9. The business meeting was called to order by President E. J. Horton at 11 a.m. There were 20 members present from different parts of the county. Much important business was transacted and the following were elected members of the association: Fred. W. Werner, Yonkers, N. Y.; H. W. Hyatt, M.D.; James M. McCullough and Charles Kernan, White Plains. After the business meeting a course dinner was served in the parlors of the Orawampum. After dinner the meeting adjourned to meet again at Mt. Vernon in January, 1902.

Visitors from out of town were quite numerous during the past fortnight. Included among them were: J. A. Conover, Jacksonville, Fla.; T. F. Wheeler, Boston; F. A. Hubbard, Newton, Mass.; S. W. Hancock, Oxford, N. C.; F. E. Treat, Brockton, Mass.; Clinton Sutphen, Annandale, N. Y.; P. Z. Myer, Bellefonte, Pa.; F. W. Meissner, Lockport, Ind.; H. L. Parker, Los Angeles, Cal.; Thomas Voegeli, of Voegeli Bros., Minneapolis, Minn.; O. F. Fuller, of Fuller & Fuller, Chicago; G. Gaylord Bragdon, of Bragdon & Co., Middletown, Del.; W. I. Woodman, of Smith & Woodman, St. Augustine, Fla.; Thomas R. Andrews, Baltimore; Dr. George H. Terry, of the Terry Chemical Co., Memphis, Tenn., and C. W. Wolff, San Francisco.

W. R. Tilbury, of W. R. Tilbury & Co., London, England, manufacturers of waxed back tooth brushes, sailed for England on the "Oceanic" on the 16th inst., after having visited the principal cities of the United States. Having recently obtained British Government contract for brushes, W. R. Tilbury & Co. have increased their facilities by putting in new and improved machinery, which makes their manufactory one of the largest as well as one of the most reliable in the world. George E. Evans, 39 East Fourteenth street, the selling agent for this firm in the United States, reports that Mr. Tilbury took back with him a very large number of orders both from the United States and Canada.

Thomas Voegeli, of Minneapolis, who was elected vice-president of the National Association of Retail Druggists at the Buffalo meeting, spent a week in New York City on his way home. Mr. Voegeli made numerous purchases for the fall trade during his stay, and was a frequent visitor at the Drug Club, where he was the recipient of numerous courtesies from his many friends in the trade. The telegraph operator played havoc with Mr. Voegeli's name in the summarized report of the N. A. R. D. meeting, which was printed in the AMERICAN DRUGGIST for October 14, it coming over the wires as "Thos. Vogel, St. Paul," but readers who were familiar with Mr. Voegeli's active connection with the N. A. R. D. since its inception were not confused by the misprint.

The Manhattan Pharmaceutical Association held its regular meeting on Monday evening, October 21, at the College of Pharmacy, No. 115 West Sixty-eighth street. President J. Maxwell Pringle, jr., presided, while S. V. B. Swann recorded the minutes. As delegate to the convention of the N. A. R. D. at Buffalo, Treasurer George H. Hitchcock read an interesting report, which was adopted without debate or discussion. The report was simply a statement of facts and contained no recommendations. New members were elected as follows: John H. Well, 145 Avenue A, corner Ninth street; Eugene J. Ward, 164 West Ninety-fourth street; William Schapira, 182 First avenue, corner Eleventh street; Richard H. Luthin, 191 Bowery; Chas. M. Rosenbaum, 2433 Jerome avenue; Max Montesser, 65 East Ninetieth street; Geo. H. Roberts, 122 Richmond terrace, Port Richmond, N. I.; Chas. U. Grube, 159 West 102d street.

WESTERN NEW YORK.

Trade Conditions Satisfactory—No Complaint Over Price-Cutting—Large Entrance Class at the Buffalo College of Pharmacy—Mr. Stoddart Helps to Avert a Run on the Bank.

(From our Regular Correspondent.)

Buffalo, October 24.—The Buffalo druggist is still smiling over his general trade, which is as good as he often sees it, and will continue so for some time yet, though the Pan-American visitor will very soon be a thing of the past. As one member of the trade puts it, the strictly "red hot" drug trade was about the last of August, but it has been somewhat warm all summer, so that the retailer has almost forgotten to complain. It is to be hoped that there will never be any return to the low ebb that the trade had fallen into about two years ago.

"TRANQUIL" AS TO PRICE CUTTING.

There is no special complaint over the city of price cutting. The Erie County Pharmaceutical Association held a meeting lately, but stuck to minor details and had no reports of difficulties of any sort to take up, so the word is "tranquil" all along the line.

The entering class in the Buffalo College of Pharmacy is larger than ever before, numbering 102 and including four young women. All arrangements of classes and the course generally is the same as last year, the character of the work being sufficiently good and satisfactory to warrant a continuation of former methods. The University of Buffalo, of which the College of Pharmacy is a department, is distinguishing itself more than ever this fall in the football field, having beaten every eleven that has come out against it so far, including some of the larger of the colleges, the last to go down against the Buffalos being Oberlin. On the 17th, which was University of Buffalo Day, there was a grand pow-wow. It had been arranged to get a carnival float and draw the lady members on it through the exposition, but these young women were a trifle too discreet to go into the species of horse play that might be expected, and they went home early.

During the latter part of last week a rumor was circulated to the effect that the Fidelity Trust Company, of Buffalo, was in a shaky condition, and as a result foolish depositors made a run on the bank, which was, however, splendidly met. Among those who came to the rescue of the bank was Thomas Stoddart, the well-known druggist, president of the State Pharmaceutical Association. Mr. Stoddart arrived at the bank as the run was at its height and tendered a deposit of \$15,000, and his action served to reassure the crowd and allay needless alarm. Mr. Stoddart is one of the most successful business men in the city, and is in close touch with financial affairs in Buffalo.

Annual Meeting of the Vermont State Pharmaceutical Association.

The eighth annual meeting of the Vermont State Pharmaceutical Association was held in Vergennes on October 9 and 10. At the opening session President A. L. Dutcher presided and introduced Dr. E. W. Shepman, of Vergennes, who gave the address of welcome. This was responded to by W. F. Root, of Brattleboro. After reading of the minutes, the order of business was suspended and a committee of three, consisting of W. R. Warner, of Vergennes; F. W. Pierce, of Chester, and W. F. Root, of Brattleboro, drew up a telegram resolution to the National Association of Retail Druggists, in session at Buffalo, N. Y., as follows: "Vermont State Pharmaceutical Association indorses Worcester plan, and urges similar action by the N. A. R. D." Following this came the address by President A. L. Dutcher. The secretary's report, which followed, recommended the consolidation of the two offices of secretary and treasurer. The treasurer reported a substantial balance in the treasury with 143 old and seven new members. There had been two deaths.

At the second day's session officers for the ensuing year were elected, as follows: President, A. L. Dutcher, of St. Albans; first vice-president, W. F. Root, of Brattleboro; second vice-president, F. A. Morse, of West Rutland; third vice-president, A. L. Coney, of Morrisville; secretary, O. W. Ward, of Rutland; treasurer, G. L. Harwood, of Chester. H. A. Slade, of Montpelier, was elected delegate to the American Pharmaceutical Association, and T. Neville, of Vergennes, alternate. F. A. Morse was elected delegate to the National Association of Retail Druggists and E. J. Armstrong alternate. There were 18 applications for membership received and accepted. St. Johnsbury was selected as the next place of meeting.

MASSACHUSETTS.

Dissatisfaction Over N. A. R. D. Meeting—Massachusetts Will Continue Plan and Local Organization—Startling Developments in Liquor Trials—Wholesale Trade Up in Arms.

(From our Regular Correspondent.)

Boston, October 23.—The present feeling of the New England State Associations is one of disappointment over the results of the recent meeting of the N. A. R. D. It is felt that more decisive action should have been taken as regards the adoption of the Worcester plan, and complaint is made that not enough attention has been paid to the wishes of the New England trade, who were unanimous in their advocacy of the adoption of the plan. [Excepting Connecticut, which opposed the Worcester plan, the New England States were represented at the N. A. R. D. convention by just two delegates, one from Maine and one from Massachusetts.—Ed. AMERICAN DRUGGIST.] It is conceded, however, that the N. A. R. D. has done a good work in organizing local associations, and their plan of action will be continued at least here in Massachusetts by the M. S. P. A.

A SENSATION IN HOLYOKE.

Holyoke had a sensation recently which can hardly be said to be local. Five of the druggists of that city were summoned into court charged with violating the liquor law, and one of them, Charles E. Bardwell, was a prominent candidate for the Board of Pharmacy. The other druggists were John E. Fessant, A. S. Menard, A. J. N. Desmarais and Michael M. Murphy. The cases were continued to October 26, all of the defendants pleading not guilty. The alleged evidence against these druggists is to be presented by private individuals, and the trials will be warmly contested. Mr. Bardwell, pending decision, has withdrawn his name as a candidate to the Board of Pharmacy, but over his case there is much dissatisfaction in certain quarters, as it is felt that it was instigated by members of the trade opposed to Mr. Bardwell.

WHOLESALE TRADERS INTERESTED.

The wholesale liquor trade of this city is up in arms against the sixth-class license. Complaint has been made to the Board of Police, and the board has been quietly investigating the subject. As a result they find that there is much ground for supporting the complainants—namely, that some holders of sixth-class licenses are doing an unwarrantably large business in liquor and the board proposes to place certain restrictions upon this form of license. The board at first intended to prohibit the sale of beer, ale and porter by the drug trade, but after consulting with prominent druggists it is thought that legitimate traffic in ale and porter will be allowed and that the sale of beer only will be stopped. It is an interesting question, and the attitude of the trade will be expressed at the coming meeting of the Boston Druggists' Association.

HUB ITEMS.

Hon. Gorham D. Gilman, of Gilman Bros., has been ill, but he is now improving.

The store of George McKee, Brighton district, was damaged to the extent of \$500 by a recent fire.

Mark A. Brown, a clerk for Charles A. Dailey, South Boston, was recently fined \$50 for violating the liquor law. He appealed.

The funeral of John F. Neill, whose sudden death was noted in the last issue, was held October 11, and was attended by many friends and representatives from fraternal organizations. Interment was at Mt. Hope Cemetery.

One of the Hub's cutters is advertising "a revolution in the drug business." The idea is the opening of original packages of patent medicines and the sale of portions of packages to customers. The offer includes infant foods and, in fact, "any popular patent medicine."

The reception of the A. A., M. C. P., on October 16, to the members of the Woman's Club, M. C. P., was a pronounced success. There were recitations, music and refreshments, resulting in a general good time. This auspicious opening augurs well for the success of the remaining meetings.

The Putnam Manufacturing & Drug Company was recently incorporated at Augusta, Maine, for the purpose of manufacturing drugs, chemicals, cigars, dealing in confectionary, cigars, etc., with \$200,000 capital, of which \$40 is paid in. President, William H. Gwynne, Cambridge, Mass.; Treasurer, F. H. Putnam, Cambridge, Mass. Mr. Putnam, the treasurer, is the proprietor of three Boston stores.

PENNSYLVANIA.

Philadelphia College Has First Pharmaceutical Meeting of the Season—Preparation and Chemical Properties of Adrenalin—“Digestive Ferments in Surgical Practice”—A New Physiological Solvent—A New Druggists' Bowling Club—An Old Wholesale Drug Firm Changes Hands.

(From our Regular Correspondent.)

Philadelphia, October 24.—The first of a series of pharmaceutical meetings of the Philadelphia College of Pharmacy for 1901-1902 was held Tuesday, October 15, Prof. C. B. Lowe, presiding. The first speaker on the programme was Dr. Jokichi Takamine, of New York City, who read a paper on "Adrenalin the Active Principle of the Suprarenal Glands and Its Mode of Preparation." After describing the method of preparation and the chemical properties of adrenalin, the speaker referred to its physiological properties. He said that it is the most powerful hemostatic known, and that his experiments indicated that it is more than one thousand times as strong as the fresh glands. Besides its therapeutic usefulness, it also has some application in the arts and as a reducing agent in chemical analysis.

"Digestive Ferments in Surgical Practice" was the subject of a paper presented by M. I. Wilbert, of the German Hospital, Philadelphia. Having spoken of the value of the digestive ferments, particularly pepsin, on account of the uniformity of the pepsins on the market, for destroying necrotic tissues without injuring the surrounding healthy cells, the author gave the formula for a physiological solvent which has been used at the hospital for some time with satisfaction. It is a 5 per cent. solution of pepsin and is designated by the author as "Physol."

W. L. Cliffe read a note on "Southern Prickly Ash Bark," and also presented a fine specimen of the bark on behalf of Robert Pursell. The author called attention to the difference in appearance between *Xanthoxylum Clava-herculis* and *X. Americanum*, and said that while the preparations of the former are much superior to the latter, he usually obtained the Northern variety when ordering the whole bark.

Charles H. La Wall presented a communication on the "Coagulation of Cows' Milk as Influenced by Cereal Decoctions," in which he confirmed the observations of Dr. Franklin W. White that cereal decoctions containing starch in solution assist in digesting coagulated casein, while those containing converted starch are of less value in assisting in this digestion.

The last item on the programme was an exhibition of specimens of drug adulterations submitted by the Smith, Kline & French Co. and described by Lyman F. Kebler. These specimens comprised the exhibit made by this firm at the St. Louis meeting of the American Pharmaceutical Association.

BULLOCK & CRENSHAW CHANGES HANDS.

George D. Feldt & Co. have taken charge of the old established drug house of Bullock & Crenshaw. While Mr. Feldt has assumed charge of the affairs of the house, there is considerable work to be done before everything can be turned over to the new owners. It is the intention of Mr. Feldt to make a number of changes to the store and building. It is to be modernized and to be brightened up. It is to be painted inside and out, and everything is to be done to make it attractive. The firm of Bullock & Crenshaw was one of the best known in the United States. This firm has been prominently identified with the wholesale drug and chemical business of this city since 1849. The late Charles Bullock was well known throughout the medical, chemical and pharmaceutical profession. He was for many years president of the Philadelphia College of Pharmacy and a member of many organizations, enjoying a large personal following and a national reputation.

The firm of Geo. D. Feldt & Co. was established at 604 Arch street October 1, 1893. In addition to the special manufacturing of druggists' supplies and specialties, they act as Philadelphia agents for such well-known houses as Sharp & Dohme, J. Ellwood Lee Co., Graham Bros. & Co., etc., etc. Mr. Feldt hails from Maryland and was graduated from the Philadelphia College of Pharmacy in 1890.

DEMAND FOR VACCINE POINTS.

Owing to the prevalence of smallpox in this city there is a big demand for vaccine points, and the houses that manufacture these goods are working overtime to fill their orders. George B. Evans & Co., the leading retail druggists of this city, had an interesting exhibit of vaccine points and liquids, as well as antitoxin for diphtheritic cases.

OHIO.

Ohio Druggists Pleased with Results of N. A. R. D. Meeting—Drug Clerks Form an Association—Will Conduct an Employment Bureau.

(From our Regular Correspondent.)

Cincinnati, Ohio, October 20.—The Cincinnati druggists who attended the recent meeting of the National Retail Druggists' Association at Buffalo are enthusiastic over their trip. The delegates were Emil Zorn, Otto Groenland, Charles Fredericks, jr., and Charles Herbert Jones. The adoption of a modification of the Worcester plan has pleased most local druggists, who are anxious to hear the death knell of cut rates sounded. No Ohio druggist was elected to any office at the Buffalo gathering, but Simon N. Jones, of Kentucky, and F. W. Meissner, jr., of Indiana, are both well known in Cincinnati.

OHIO CLERKS FORM AN ASSOCIATION.

At a meeting of drug clerks at the Palace Hotel, Cincinnati, on October 14, there was formed the Drug Clerks' Association of Ohio. The objects of the association are social advancement and to obtain situations for unemployed fellow clerks. The following officers were elected: President, Fred. Scheibenzuber; First Vice-President, Clifford J. Tranter; Second Vice-President, Edward A. Ohm; Secretary and Treasurer, H. G. Schmuelling; Chief of Employment Bureau, Wm. A. Mueller.

CAUGHT ON THE FLY.

Dr. H. W. Hendricks, of the Sax-Lactic Pad Company, is confined to his bed with a broken leg.

Bob Ferguson, for a long time a clerk for Rendigs Brothers on Walnut Hills, was married recently to Miss Carrie Goecking, of Wayne Street. The nuptial knot was tied in Louisville, Ky.

"Warwick of the Knobs," the new novel written by Prof. John Uri Lloyd, is having a tremendous sale and promises to exceed that of the other excellent books from the facile pen of the gifted Cincinnati author.

George Budde, the popular manager of the sundry department of the Stein, Vogeler Drug Company, is happy over the arrival of another heir at his home on Laurel Street. He is said to be a chip of the old block.

It is rumored that John Ballard, the popular representative of John Wyeth & Bros., will soon lead to the altar a handsome young lady of Chillicothe, Ohio. John is doubtless a good judge in such matters and is receiving congratulations.

Edward S. Davidson, the popular druggist of Xenia, Ohio, is the happy father of a brand new girl. The heiress came the other day and is distressingly healthful and possessed of good vocal organs. All the boys are smoking on Edward at present.

S. E. Socin has purchased from E. W. Gray the drug store at Central Avenue and Richmond Street. Mr. Gray will, of course, retain his store at Fifth and Main Streets. H. G. Schmuelling will remain in the first named establishment as manager.

Robert Groenland has returned from the Pan-American Exposition and other points of interest in the East. While at the lakes he caught some large specimens of the finny tribe and didn't have to visit a fish store at that. His vacation did him much good.

George and Adolph Latin, of Dayton, are receiving the condolences of a host of friends on account of the recent death of their father, Thomas Latin, who recently passed away at the ripe age of 76 years. The deceased was a pioneer citizen of Dayton and held in high esteem.

Michael Callaghan, who recently left John Keeshan to work for John C. Otis & Company at Fourth and Vine Streets, had been with the first named pharmacist for more than thirty years. Mike is hale and hearty and thinks that he has thirty years more of usefulness before him.

The members of the N. W. D. A. at the Hotel Chamberlin found in their letter boxes samples of New Skin, which was presented by Mr. Douglass, of the Douglass Manufacturing Co., who made many friends among those in attendance. This preparation is growing rapidly in popularity, and druggists who wish to get an absolutely new thing which does not interfere with anything they carry, save for a very small quantity of court plaster, should write to the Douglass Manufacturing Co., New York, mentioning the AMERICAN DRUGGIST.

NORTH CAROLINA.

A Druggist in Serious Trouble—Epidemic of Marriages Among Druggists—Gretna Green Redivivus—News and Notes of the State.

(From our Regular Correspondent.)

Raleigh, October 23.—S. D. Pelham, a well-known druggist at Asheville, is in serious trouble. A few days ago Pelham telephoned William Farr, an electrician, that repairs were needed at a fictitious number on the same street his drug store is located on. Farr started to look up the house, passed Pelham's store, and, when a little beyond, Pelham followed and struck him with metal knucks, knocking him down, and brutally assaulted him after he fell. Farr will recover. The manner of attack has aroused a good deal of feeling against Pelham. At last accounts he was unable to give bond, which was for a large amount.

It is not often that a hard working drug drummer secures a fortune and an excellent bride at the same time. H. R. Goodall, who looks after the North Carolina interests of the Owens & Minor Drug Co., Richmond, is an exception. He married Miss Mabel Duke, of Durham, in this city recently. It was an elopement. The pair "laughed at locks and bars" in Durham and succeeded in getting the knot tied here. Miss Duke is a daughter of Brodie Duke, of the American Tobacco Co., and granddaughter of Washington Duke, the founder of that company. She is a charming young lady and has a considerable fortune in her own right, given her by her grandfather, who is several times a millionaire.

There has been a small epidemic of marriages in drug circles lately. E. H. Miller, a popular and successful druggist at Mooresville, married Miss Cochrane, a Norfolk belle, not long ago.

Still more recently John Davis, of the H. T. Hicks Company, Raleigh, was married to Mrs. Love Thurston, of West Raleigh. Mr. Davis is now with the W. H. King Drug Co. this city, and will have charge of the College Pharmacy, which will be conducted by the above company in West Raleigh and which will be opened for business next week.

NEWS AND NOTES OF THE STATE.

A large wholesale drug business is talked of at Fayetteville by parties who are prepared to undertake it.

Stimson & Anderson, one of the leading drug firms of Statesville, has moved into a new store which contains handsome fixtures.

The Terry-Taylor Drug Co. succeeds W. H. Terry & Co., at Norfolk, Va.; W. H. Terry, president; F. S. Taylor, treasurer. This house has done a large jobbing business in North Carolina for several years and is evidently spreading out.

The Illinois Board Meets.

Chicago, October 21.—The results of the last examination held by the State Board have just been received here. Of those who sought certificates as registered pharmacists 27 passed and 40 failed; of the assistant pharmacists, 12 passed and 12 failed; 16 failed on the preliminary R. P. examination and 9 on the preliminary a. p. tests; 5 R. P.'s were passed on the time clause and 9 failed. The names of those who passed as registered pharmacists follow: F. O. Anderson, C. E. Barnhart, Philip A. Born, Chester Boyer, Geo. F. Brenner, Harry F. Foote, Samuel Fox, C. E. Hagyard, Geo. A. Hodges, O. F. Hubbell, John J. Huff, Edwin Jayne, Eli Jensen, Fred. E. Lambert, Ignaz Melsner, Julius Mesirow, W. H. McCurdy, J. D. McDougall, A. McLean, C. T. Pelz, E. T. Peterson, A. H. Pohl, H. A. Salchert, Fred. E. Smith, J. Clyde Swan, Frances S. Watson, Lottie B. Watson.

Those passed as assistant pharmacists: R. B. Anthony, C. Bauers, Fritz W. Beck, J. F. Chapman, F. J. Edelman, E. Haney, Carl E. Kraeger, Will A. Mankey, Carl F. Nelson, S. E. Perlow, C. Rademacher, G. W. Thorson.

The following passed as R. P.'s under the time clause: M. C. Condry, M. G. Franke, F. H. Ostertag, H. C. Shippee, M. H. Simmons.

The following will receive certificates as assistant pharmacists under the same clause: S. W. Demaree, L. W. Link, J. M. Stephens.

Mr. Schwartz, of Salem, was called away on the first day of the meeting because of sickness in his family, and Mr. Schreck, of Moline, found it necessary to leave on the last day. After the examination the members of the board paid a visit to Secretary Hoy at his home in Woodstock.

ILLINOIS.

Formal Opening of Chicago Drug Club—Club's Success Assured.*(From our Regular Correspondent.)*

Chicago, October 24.—The new rooms of the Chicago Drug Trade Club were thrown open for the first time October 9. Chicago Day, according to programme. The capacity of the room and the tables was taxed on account of the large number present. The decorations were given the most favorable notice and the service was praised by all. Since that date there has been a large number at lunch every noon, and the officers of the club are greatly pleased over the prospects of success. Between 60 and 75 sit at the tables every day, and all feel that the prospects of the club were never better.

THE SUIT ON TELEPHONE CHARGES.

The attorneys on both sides of the suit over telephone charges have agreed to a delay and the case is to be passed upon October 31. At that date Judge Tuley will decide whether he will issue an injunction restraining the company from collecting the present charges. The Judiciary Committee of the Common Council has asked all subscribers to join in the suit against the Chicago Telephone Company begun by the Illinois Manufacturers' Association.

CHICAGO AND NORTHWEST NOTES.

H. McConochie has bought out A. J. Wilcox, at Waupun, Wis.

Mendenhall & Dougherty have succeeded W. B. Connor at Fairmont, Ind.

Q. A. Sturgeon has purchased the store of F. H. Graves at Madrid, Iowa.

At Ord, Neb., the Goodrich Drug Company has succeeded Ben Bridgford.

J. C. Kiesling, 708 West Twenty-first street, has been succeeded by A. W. Bilz.

S. W. Ford, 1218 Michigan avenue, has sold his stock to Windmueller & Ellich.

At Racine, Wis., the Spencer Drug Company has succeeded the Olle Smith Drug Co.

At Council Bluffs, Iowa, the store of Deakin & Whaley has been bought by S. E. Whaley.

W. W. Slawson is now in control of the business of G. R. Slawson & Co., in Greenville, Mich.

The name of the Manila Drug Company, Chicago, has been changed to the Dr. Gossom Medicine Company.

J. C. Rose, Victor, Col., has admitted his son to partnership and the name of the firm is now J. C. Rose & Son.

The name over the store of E. S. Ballard & Co., at Davenport, Iowa, now reads the Ballard Drug & Dental Co.

The Sanative Medicine Co. has changed its name to the Sanative Chemical Co., and has increased its capital stock from \$5,500 to \$10,000.

George W. McDonald's drug store at Forty-seventh street and Indiana avenue was entered by thieves early in the morning of October 15. The thieves took \$25 from the cash drawer.

The name of the Hampden Pharmacy Company, Chicago, has been changed to the Nimrod Novelty Company and the capital has been increased from \$2,500 to \$10,000. The concern will put out coin controlled devices.

The police have been asked to make a search for George H. Rearick, a druggist at 9809 Commercial avenue, South Chicago. Rearick left home Monday in company with two actors, whom he took to South Holland, Mich., where he was conducting a small show for the purpose of advertising his patent medicines. He walked from South Holland to Harvey, and there all trace of him was lost. His friends fear foul play, as he was known to have had considerable money.

Mrs. George S. Lord, whose husband is a member of the firm of Lord, Owen & Co., recently had a narrow escape from death. She started from her home, 1558 Ridge avenue, Evanston, in a carriage, and the horse took fright and ran away. The carriage was overturned, and was dragged for a block at tremendous speed. The coachman, John Shannahan, was badly bruised, and Arthur De Pres, who tried to stop the horse, was also injured. Mrs. Lord, however, was uninjured.

MISSOURI.

Alumni of the St. Louis College Open the Season in Fine Style—News and Notes of the Trade in the Mound City.*(From our Regular Correspondent.)*

St. Louis, October 21.—The Alumni Association of the St. Louis College of Pharmacy opened the winter season in grand style on Tuesday evening, October 15. This is generally known as the annual opening, and an entertainment of some kind is usually given followed by a banquet. On this occasion Dr. H. M. Whelpley gave a lecture entitled "A Trip Through the Mammoth Cave of Kentucky," the lecture being illustrated with some fine stereopticon views. The large lecture hall was packed to its utmost capacity. The banquet was only for members and their ladies. About two hundred participated in this part of the programme. The following toasts were responded to at the banquet: "Our Alumni Association," by President A. A. Wall, Jr.; "The St. Louis College of Pharmacy," President H. T. Rohlfing; "The Faculty of the St. Louis College of Pharmacy," Dean J. M. Good; "Practical Pharmacy," Prof. Francis Hemm; "The A. Ph. A.," Dr. H. M. Whelpley; "The World's Fair of 1903," Dr. J. L. Boehm; "The Ladies, We Are Glad They Are With Us," Chas. A. Lips; "The St. Louis Drug Clerks' Society," President I. A. Schulherr.

The chairman of the Committee of Papers and Queries announced that arrangements had been made to hold a scientific lecture at the college building on the third Tuesday of each month. The members were urgently invited to be present on these occasions and to bring their friends.

THE NEWS OF ST. LOUIS.

A. N. Blackman has closed up his store at Lafayette and Nebraska avenues and intends to forsake the drug business.

C. Frick, prescription clerk at the Wolff-Wilson Drug Co., was married on the 16th inst. to Miss Anna Meise, of Waterloo, Ill.

Chas. Fritz, city salesman for the Hoeffkin-Finkey Laboratory and a former local drug clerk, was married to Miss Bartle on the 15th inst.

Wm. Nietzchman, a prominent Carondelet druggist, was married a few days ago to Miss Marie Engel, a charming young lady of the South Side.

The St. Louis Retail Druggists' Saturday Night Club held their annual banquet at the St. Nicholas Hotel on Saturday night, October 12. Eighteen of the twenty-five members were present.

A. P. Kaltwasser has sold his drug store at Salina and Pestalozzi streets to Chas. Renner, his former head clerk. Mr. Kaltwasser intends to spend the winter in the South, endeavoring to recuperate his health.

The annual dinner and election of officers of the St. Louis Paint, Oil and Drug Club was held at the Mercantile Club on Thursday night, October 17. There were about forty members in attendance. Dinner was served at 6:30 and the business meeting concluded about 10 p.m. The new officers elected are as follows: President, A. A. Eberson; vice-president, Duncan Mellier; secretary, R. W. Sample; treasurer, Fred. Westerbeck; directors, W. H. Gregg, Jr., Geo. S. Merrell, Henry Boardman, Herman Pockles and Arthur Davis. After the dinner the reports of the president, secretary, treasurer and delegates to the national convention held at Niagara were heard and approved. Reports from the national convention were made by W. T. Shirley, J. A. Venable and A. A. Eberson. This is the second largest club of its kind in the United States. They hold a meeting and banquet on the third Thursday of every month during the winter season.

Successful Candidates Before the Kentucky Board.

At the meeting of the Kentucky Board of Pharmacy, held in Owensboro, July 9, the following, out of a class of twenty, passed: A. A. Adcock, Carrollton; Miss Agnes H. Burr, Earlinton; G. J. Boeckman, Louisville; C. H. Brane, Henderson; R. F. Friedman, Owensboro; G. B. Geiger, Ashland; R. L. Jetton, Mayfield; J. A. Kelley, Louisville; G. H. Kelly, Bardstown; E. C. McCurdy, Winchester; M. F. Scott, Ashland; M. D. Taylor, Hiseville.

The next examination will be held in Richmond, Ky., October 8, and applications should be filed with J. W. Gayle, secretary of the board, Frankfort, Ky., at least ten days before that time.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, October 26, 1901.

BUSINESS has continued fairly active in the various departments during the period under review, the inquiry from interior points and general mail order trade being especially good. Most buyers are, however, pursuing a cautious policy, and the bulk of the orders are for jobbing quantities to fill up gaps in the stock. The tone of the market is firm, with the exception of a few items. Menthol has marked a sharp advance, while cocaine is lower. Quinine is generally firmer, and one domestic manufacturer has advanced quotations, with a general advance looked for. Opium has continued weak and featureless and the advantage appears to be with buyers, prices having fractionally declined. The principal changes of the fortnight are tabulated below:

HIGHER.	LOWER.
Menthol,	Cocaine muriate,
Quinine.	Opium,
Oil peppermint,	Oxalic acid,
Oil of wintergreen,	Pilocarpine,
Oil of sassafras,	Caffeine,
Oil bay,	Buchu leaves,
Oil lemongrass,	Saffron, Valencia,
Oil cloves,	Cacao butter,
Oil wormwood,	Hemp seed,
Larkspur seed.	Poppy seed,
	Oil erigeron,
	Golden seal root,
	Lithium carbonate.

DRUGS.

Arnica flowers are offering to the trade at the previous range of 9¼c to 10c, and a fair jobbing movement is reported.

Balm of Gilead buds are in demand and higher prices prevail, owing to scarcity, with some transactions reported at 28c to 30c, though 32c was named at the close.

Balsams.—Copalba has not changed materially since our last. Central American has sold in a jobbing way at 35c to 37c and Para at 45c to 47c. Canada Fir is quiet but steady, at \$3.60 to \$3.75, and Oregon is held at 75c to 85c. Peru is called for in limited quantities and holders continue to quote \$1.30 to \$1.35. Tolu is passing out quite freely in small quantities at the range of 32c to 34c.

Blue malva flowers of the new crop have begun to arrive and holders quote 35c.

Buchu leaves remain quiet, with sellers prepared to meet the wants of the trade at 24c to 26c for short, as to quality and quantity; a recent sale of extra green selected leaf was at 28c.

Burgundy pitch is meeting with a fair inquiry and the market appears well sustained at our quotations.

Cacao butter does not improve either in demand or price, and recent sales of bulk were at 35c to 36c, and cakes in 12-lb. boxes at 40c to 42c.

Caffeine has been reduced 50c per lb. by the leading manufacturers, and \$3.75 to \$4.00 is now quoted, as to quantity.

Cannibis indica continues to show an advancing tendency and recent jobbing sales of tops were at 60c. Supplies are contracting and holders are firmer in their views.

Cascara sagrada is quiet and unchanged, at 5c to 7c, as to age and quantity.

Chamomile flowers are selling quite freely in jobbing quantities, and the market is well sustained at 17c to 20c for Roman, 17c to 24c for German, and 12c to 15c for Hungarian, as to quality and quantity.

Coca leaves appear to be hardening in value, and holders are firmer in their views, though offerings continue to be made at 23c to 25c for Truxillo and 32c to 35c for Huanuco.

Cocaine muriate reflects the influence of keen competition among manufacturers, and prices have generally fallen to the range of \$5.25 to \$5.50, according to size of order. It is claimed that current quotations are below the cost of manufacture.

Cod liver oil is meeting with slightly more attention, and we hear of some sales of barrels at \$21.50. We quote the range at \$20.00 to \$22.00, as to quality and quantity.

Colocynth apples remain quiet, sales being limited to jobbing quantities, but prices are as yet unchanged, at 34c to 42c for Trieste and 15c to 16c for Spanish.

Cubeb berries are slow of sale and the quotations are nominally unchanged; whole held at 11¼c to 13c and powdered 14c to 16c.

Elm bark is scarce and in demand and holders now quote 12c.

Ergot is slow of sale, the bulk of the business being confined to small jobbing orders, but holders are firm in their views, at 42c to 45c.

Lycopodium is maintained steadily at the previous range of 52c to 53c for ordinary and 54c to 55c for Politz.

Manna, large flake, is in better supply, and prices have eased off to 70c to 75c; small flake is unchanged, at 30c to 35c.

Menthol has shown an upward tendency since our last report, prices having advanced materially abroad, and little stock is now obtainable in this market below \$4.25, while \$4.50 is generally named. Transactions are limited to jobbing parcels.

Morphine is selling in fair amount, principally on contract orders, and manufacturers' prices are well sustained at the range of \$1.85 to \$1.95 for ounce vials, as to size of order.

Opium has been in moderate jobbing demand during the interval. Values continue unsettled, and advices from primary sources hardly favor holders, who are showing more of a disposition to realize on their stock, without, however, further depressing values. Single cases continue to offer at \$3.12½ and broken packages at \$3.15, while powdered is jobbing fairly at \$4.00 to \$4.05.

Pilocarpine muriate, German, is offered lower, \$14.50 being now named in place of the former quotation of \$17.00; domestic is still quoted at \$12.00.

Quinine is meeting with a better inquiry, the bulk of the business being for consumptive account. N. Y. Q. & C. Co. advanced their range for bulk to 29c on the 24th inst., and other domestic manufacturers and agents of foreign makers are expected to follow their example. Stock in second hands is not being pushed for sale, but neither do prospective buyers evince any anxiety to secure supplies. The bulk of the inquiry is for Java, for which 27c is paid, while German is quoted at 27¼c. B. & S. has advanced in the London market.

Saffron, Valencia, has receded in value, owing to pressure to realize among holders, and recent sales were at \$6.75 to \$7.00.

Stramonium leaves have weakened in the interval, owing to easier advices from primary sources, and 6c to 7c will now buy.

Tonka beans are in good jobbing demand, and the tone of the market is steady, at 80c to 85c for Angostura, 50c to 52¼c for crystallized Surinam, and 30c to 33c for Para.

Vanilla beans are in moderate demand, and the values are well sustained in the face of light stocks, whole Mexican being quoted at \$8.00 to \$13.50, cut Mexican \$7.50, Bourbon \$4.75 to \$7.50, and Tahiti \$1.75 to \$2.00.

CHEMICALS.

Benzole acid, synthetic, continues in steady, moderate request within the range of 40c to 42c per lb. True, from gum, is quoted 10¼c to 11c per oz.

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THE STATUS OF THE WORCESTER PLAN.

IN our last issue reference was made both editorially and in our news columns to the decision rendered by the Supreme Court of Massachusetts in the case of Julius Garst vs. Hall & Lyon, of Providence, which decision was unfavorable to the contention of the plaintiff, and the tenor of which is decidedly unfavorable to the price-protective plan. It will be seen by reference to the full text of the decision, which is published in another column of this number, that judgment was rendered for the defendants on the ground that they did not buy the medicine from the firm of wholesalers, who received it from the plaintiff, but bought it of a person other than this firm, and one who had no direct transaction with the plaintiff. The court holds that the sale by the plaintiff was an outright sale, which passed the title of the property absolutely to the vendee. If the vendee should sell in violation of their contract with the vendor he has a remedy and may recover damages, but this right is founded solely on the personal contract, and can be enforced only against the contracting party. The learned judge says: "To say that this contract is attached to the property and follows it through successive sales which severally pass title is a very different proposition. We know of no authority nor of any sound principle which will justify in so holding."

It is argued by the advocates of the price-protective plan since the opinion says that there is "no averment or proof that the defendant fraudulently induced and procured the breach of a contract between the plaintiff and any of the vendees," the inference may be drawn that had it been possible to prove any such fraudulent procurement of a breach of the contract the claims of the plaintiff would have been allowed.

It is further argued, on behalf of the plan, that the case does not decide the main point that was raised, for the plaintiff, Garst, was unable to furnish proof that the goods in question were secured from either a wholesaler acting as his agent or from his factory direct. This apparent defect may, it is claimed, be remedied by action under a bill of discovery, or injunction, as recently decided in New York and Ohio, restraining defendant from seeking to induce others to violate a contract.

We seriously doubt the strength of these contentions in favor of the plan as now framed. It seems to us that the crux of the whole matter lies in the denial of the Justice that the contract attaches to the property and follows it through successive sales, which severally pass title. Mr. Anderson, the former President of the N. A. R. D., upon whose recommendation the price-protective plan

was indorsed by that body, is of the opinion that the modification proposed by him will cover this point completely. It remains to be seen, however, whether this modification really will accomplish what is expected, and it is to be hoped that a final judgment upon the matter will be had at an early date.

TETANUS INTRODUCED THROUGH ANTI-TOXIN SERUM.

TWENTY cases of tetanus developed in patients treated with anti-diphtheritic serum furnished by the St. Louis Board of Health, and in the majority of cases the patients have died. This occurrence following so closely upon a series of similar cases in Italy has directed the attention of the entire medical profession to the very grave nature of the danger involved in the use of antitoxin serum which has not been properly safe-guarded against contamination.

In the official report made by the City Bacteriologist to the Health Commissioner of St. Louis, the details of the methods pursued by the Health Department in the preparation of its antitoxin were given. In a general way the methods were in accordance with those usually followed. The serum was preserved by the addition of 0.4 per cent. of tricresol, and injected into guinea pigs to test its strength in combating a lethal dose of diphtheria toxin; the antitoxin units being calculated from the results obtained, and the serum put into 10 Cc. bottles, corked and labeled. The report shows that the particular lot of antitoxin causing tetanus was drawn from a certain horse on August 24. The same horse was again bled on September 30, and on October 2 the horse was pronounced sick with tetanus and was killed.

On October 26 information was received that a case of tetanus had developed in a patient said to have been injected with the city antitoxin. A search was then made for some of the serum dated August 24, and the samples found have been turned over to bacteriologists, with a view of determining whether or not any tetanus bacilli are present. So far no report has been made on this head.

So far as this report shows no effort was made to recall the antitoxin drawn from the horse on August 24, which was killed on October 2, as being affected with tetanus. It is true that the length of time consumed in the incubation of the bacillus of tetanus was so brief that it is hardly probable that a horse which only developed tetanic symptoms on October 1 could have been affected as early as August 24, but in view of the very grave risk involved in the use of this antitoxin it would seem that some one in the Department was culpably negligent in not having at least made an effort to recall all outstanding antitoxin derived from the particular horse in question. It is stated by the bacteriologist that the most rigid aseptic precautions were taken at every step of the process, but the fact that so far as his report shows no control tests were carried on to demonstrate the continued freedom of the

horse whence the serum was drawn from foreign infection would indicate that the work was not carried on with the fullest possible precautions. Furthermore, in giving the details of the methods used one observes, with a certain degree of surprise, that the antitoxin was filled into the small bottles by "our careful janitor," for, however careful a janitor may be, it is not at all probable that a person occupying such a position would have any adequate comprehension of the great difference between ordinary cleanliness, such as his duties as janitor would make familiar to him, and positive asepsis.

The question as to where the particular fault in this instance lies will, however, be settled by the authorities most deeply interested, but this experience and the equally dreadful experience with serums prepared by the health authorities in Italy during the past summer teach the necessity of exercising a degree of care in the preparation of antitoxins, requiring an amount of skill scarcely to be expected except from expert bacteriologists. We have had no disasters of this kind following the administration of diphtheria antitoxin made by private manufacturers, for we believe that without exception they have gone into this work only after the most thorough preparation and with competent and most skillful specialists in responsible charge. Furthermore, we feel that the basic difference in the character of an establishment conducted on a commercial scale by reputable manufacturers and of one carried on by the employees of any political body, such as the City or State, is all in favor of the commercial house, and the above facts convince us it is to private enterprise we should look and not to department officials for the supplying of antitoxin.

A REFLECTION NOT INTENDED.

THE AMERICAN DRUGGIST regrets to learn that its comments on the failure of the tripartite agreement in Greater New York have been construed into a reflection on several worthy and highly respected members of the trade in this vicinity. We wish it to be understood that our reference to "self appointed leaders" did not apply to such men as Professor W. C. Anderson, the former President of the National Association of Retail Druggists; to William Muir, of Brooklyn; or to George H. Hitchcock, of New York. These gentlemen were delegated to act on the local Executive Committee of the N. A. R. D. by their respective associations, and the trade of Greater New York owes them a debt of gratitude for much self sacrificing labor in organization work herabouts.

OUR attention has been called to a case of erroneous credit in the publication of the article on Prescription Notes in the AMERICAN DRUGGIST for October 14, page 204. These Notes, which were contributed to the section on Practical Pharmacy and Dispensing of the A. Ph. A., by Frederick T. Gordon, pharmacist, U. S. N., were inadvertently credited to C. Asseward.

TAKING AND INDEXING STOCK.

BY J. H. SANFORD,
Stockton, Cal.

THE taking of stock, always dreaded, and yet so important as this work is, is often neglected. The size of the task can in some measure be regulated by the way the job is done. The common method of having books and entering the names of articles and amounts as the work goes on may be the easiest way to start, but I have found that it is not the easiest way to finish, nor is the finish so satisfactory.

My plan is to get everything classified so far as possible, and get the writing up of the stock all done before the actual stock taking begins—that is, all the data except the actual amount of the stock is recorded on the sheets, and then the actual taking of the inventory involves the writing down of only the quantities on hand, the names, locations and prices of the articles having already been recorded or "written up," as I term it. The blank form shown here will give at once an idea of the data that should be entered on the inventory; also what the inventory will show when finished.

LOCATION OF THE STOCK.

First decide the location of all stock before beginning to write it up. After this is done allow no stock to be moved from its location until all the writing is done. Locations should be designated by divisions, sections, drawers and cupboards. If all the stock is in one room there will naturally be but one division, but if several rooms are used for stock each room should be given a division letter, as A, B, C, etc. In each division the subdivision, say 3 to 6 feet of running space, should be designated as sections 1, 2, 3, etc. These section numbers should be continuous from one room to another, thus avoiding duplicate section numbers, which would lead to confusion.

A fly leaf should be attached to the front of the book of entry, and on it noted what ground each division covers; also a list of section numbers can be stamped by a small steel die at some point on the furniture where it shows little, but can be found readily. In the cellar or back room cut pieces of blackened tin, say $1\frac{1}{2} \times 3$ inches, and paint the section numbers on with white paint; these can be tacked upon each section. When done once it is done for all time. When the section is noted it is an easy matter to locate any item in the shelf or drawer of that section.

THE HOLDEN DRUG CO.

Inventory Sheet No. 734

Div. _____ Sec. _____ S. _____ D. _____ C. _____

Article _____

1 oz. 4 oz. 8 oz. 1 lb.

Cost _____ Sell _____

Form used on Inventory Sheet. The sheet is of full letter size and has 28 numbered lines on it.

From the sample inventory sheet it will be seen that the sheets are consecutively numbered. This is done to guard against possible loss of sheets. Each sheet being numbered makes it easy to know that all given out are returned either written up or blank.

The writing up of the stock may require several weeks. It is a good plan to leave either at the top or the bottom of each sheet a couple of blank lines for stock that might be

out at the time of the writing up. A good plan to keep sheets in order while writing is to have a couple of perforations at the left hand margin; then the sheets can be held in place on a piece of stiff cardboard with a couple of small brass paper fasteners. The stiff pasteboard gives a good writing support and keeps the sheets even and clean.

When a division is all written up the sheets covering it should be kept exactly in the order in which they have been written. When the writing up of the stock is com-

Div. _____ Sec. _____ S. _____ D. _____ C. _____

Article _____

1 oz. 4 oz. 8 oz. 1 lb.

Cost _____ Sell _____

Form used on Card Index. The card used is larger, being the standard library card index size.

pleted each division will be together and the sheets of each division will show the run of stock in regular order.

Cases away from the wall or in the center of the room should each have a separate section number.

WHEN STOCK TAKING DAY COMES

there is nothing left to do but for one to call and for another to enter the quantities of stock found opposite the name of the article which has already been written up. If the writing has been careful and systematic the work of actual stock taking will be rapid and easy. As the sheets belonging to each room are together several sets of two can be working in several places at the same time.

Many lines of stock can be counted and stock tickets put on a few days before the final entry is made on the inventory sheet. The counting can be done by boys or help around the store that could not do more responsible work. If sales are made from counted stock these should be noted on the slip attached.

Another great advantage in having the stock written up before the actual taking is that all of it can be priced beforehand. This leaves nothing but the extension of prices and additions after stock taking day. The inventory thus made shows the exact location of every item. What is in each room is known as well as its value, which may be very valuable in case of fire and adjustment of insurance.

The sheets may be all bound in book form or held together with strong twine, and an index will show on what page a certain item can be found, and here again the exact location of each item is noted.

THE CARD INDEX CATALOGUE OF STOCK.

From the above invoice book the entire stock can also be easily indexed by the card system. These cards may be classified and cased, or they can be copied into a price-book in strict alphabetical order. A well arranged card index of the stock will do away with price-books and catalogues. A sample of the cards we use is shown herewith in reduced size. We use the regulation library index card. The card index affords every advantage as to

strict classification, as it can be extended, added to and divided to meet any and all emergencies. With proper printed forms on the cards they will record all needed data as to cost, selling, etc. Cards of different colors may be used for different classes of stock.

I hope that I have made my plan of stock taking clear, as it has been a great help to me, and it may prove of some assistance to others.

Some one else may have a better way or could improve on this one; if so, he should not hide it, but let the rest of us profit by his knowledge.

THE ADULTERATION OF DRUGS.¹

BY LYMAN F. KEULER, PH.G.

Philadelphia, Pa.

(Concluded from page 284.)

Oils.

Oil of Thyme, White.

It is well known that white oil of thyme contains very little genuine oil of thyme, but consists for the greater part of oil of turpentine, distilled over some herbs of thyme. For this the consumer is in a measure responsible in that he demands a colorless article, which the producer is unable to supply in pure quality, because pure oil of thyme will always become more or less darkened in process of time. It is sometimes stated that pure oil of thyme is not available. This is a mistake. All samples, however, should be carefully tested as to the specific gravity and the percentage content of phenol bodies.

Oil of Walnuts.

Some time ago, while in quest of pure oil of walnuts several parties purporting to deal in this commodity were requested to send samples and prices for the same. One of the samples was marked "concentrated, white," had a sweetish taste, and was soluble in water. This proved upon further examination to be nothing but diluted glycerin, flavored with a menthol-like body. Another sample proved to consist of about one volume of oil of mirbane and four volumes of ethyl alcohol. The nature of this mixture was easily revealed by fractionation; three-fourths came over near 80° C., then the temperature rose rapidly to 205° C., which is the boiling point of oil of mirbane, and then the temperature remained stationary, until distillation ceased. When it is remembered that oil of walnuts is used chiefly by artists in painting, because it dries with a better film than even linseed oil, the reprehensibility of such an action can very readily be seen.

Oil of Wine (Heavy and Light).

Up to the present time we are in doubt as to the probable respective composition of heavy and of light oil of wine. The various books describe these oils as consisting of such and such constituents, but no two of them agree on the same. Merck's Index, 1896, describes them quite specifically, as to boiling points and to specific gravities. Every effort has been made through all available sources to obtain what might be considered a good quality of these two oils, and invariably the samples would turn out about the same. One light oil of wine submitted proved to be fusel oil. The lighter oil usually had a lower boiling point and a lower specific gravity than the heavy oil of wine, but further than this it was impossible to establish a difference, although there must have been some. The conclusion ultimately arrived at is that the light and heavy oils of wine are undoubtedly obtained in distilling the residue left in the manufacture of ether: the lighter oil being the first portion of the distillate, while the heavier oil is an intermediate or higher boiling point product.

¹ Read at the St. Louis meeting of the American Pharmaceutical Association.

It would seem that this theme could be taken up to advantage by some one with ample time, whose careful researches might be of extreme value. The present Pharmacopœia does not prescribe any requirements of any value for ethereal oil, excepting specific gravity. The probable reason for this is that no two manufacturers can produce identically the same quality of heavy oil of wine, and the same manufacturer frequently encounters difficulties in his efforts to turn out products of uniform quality. It does seem that a standard for heavy oil of wine should be fixed, especially when it is remembered that it is one of the most important constituents of Hoffmann's Anodyne.

Simple Drugs and Allied Products.

Beeswax.

This is one of the most frequently adulterated commodities met with. In former years adulterations were of a very gross nature, but within recent years manipulations have been very skillful. Some grades of ceresin, having a color and a melting point practically the same as beeswax, it is very easy to sophisticate beeswax with this article; but the difficulty does not end here, for the up-to-date adulterator knows that beeswax is at present examined in other ways than simply physical appearance and the application of a few crude tests; consequently he has endeavored to so adulterate the wax that it will comply with nearly all the tests to which this article is usually subjected. By adding a little stearic acid he is enabled to bring up the acid number, which has been lowered by the addition of ceresin, and a little tallow or Japan wax will adjust the disturbed saponification number. From this it can readily be seen that he is practically in position to make an artificial beeswax which will comply with the specific gravity test, acid number and ether number. The melting point can be adjusted by properly selecting the adulterants. There is only one test left us now, and that is the detection of stearic acid by Fehling's method. It should be noted in this connection that we frequently find stearic acid in beeswax which we have every reason to believe comes from a good source. The reason for the presence of this stearic acid is best explained by remembering that it is not a very unusual thing for beeswax and tallow to be handled together, and accidentally a sample of the latter finds its way into the former. On subsequently purifying the beeswax with dilute sulphuric acid, the tallow is saponified with the production of stearic acid and glycerin, the stearic acid finding its way into the beeswax while the glycerin remains in the liquid portion. Beeswax is also occasionally found adulterated with paraffin and added coloring matter.

Japan Wax.

This is an Asiatic product, and several years ago a large importation was made. On arrival of the consignment it was found that the goods were liberally adulterated with corn starch. It was not evident where the Chinaman was enabled to secure his corn starch and, upon investigation, all evidence pointed to the fact that the wax had been manipulated in this country. The added starch amounted to 20 per cent. After the exposure of this fraud very few cases of similarly adulterated material came to hand, and it is quite probable that this fraudulent material has been entirely withdrawn from the market. The starch was readily discovered with the microscope. A ready method of detecting the presence of starch is by applying a few drops of tincture of iodine directly to the wax by means of a pipette, and if starch is present the starch-iodine reaction will manifest itself immediately.

Aconite Root Adulterated with Tormentilla.

It would seem on first thought that such a clumsy adulteration as the above would be too apparent for any one to practice. This point we will not gainsay, but an

inspection of the samples will convince any one that a hasty examination would not reveal this adulterant, inasmuch as many of the tormentilla roots grow in form similar to aconite root.

Capsicum vs. Paprika.

The United States and the British Pharmacopœias recognize *C. fastigiatum*, Blume, while the German Pharmacopœia recognizes *C. annum*, L. The latter is generally considered the source of paprika. The United States Bulletin No. 13, on "Spices and Condiments," classes paprika as cayenne. It is, therefore, not surprising that many of us are of the opinion that these two articles are one and the same; but a comparison of samples will show that there is a vast difference. The color of paprika varies from scarlet to yellow. As a matter of fact, there are a number of species of capsicum and a host of varieties all varying more or less in degree of pungency. The degree of pungency and certain particular flavors are said not to be due only to the species, but also upon the method of cultivation and locality.

About a year ago the writer's attention was called to what was considered to be red pepper. An investigation showed, however, that there was a decided difference in physical appearance to begin with between this powdered article and that of the genuine product. The color was considerably brighter, and only about one-sixth as pungent as genuine red pepper. A tincture prepared from it also presented an abnormal reddish cast. On submitting the paprika to a quantitative examination it was found that practically little difference existed between the data obtained for this article and the usually accepted constants for capsicum. A microscopic examination did not offer any assistance. It can thus readily be seen that with such an article as this, the adulterator has in his hands a most efficient diluent of red pepper.

That paprika (*C. annum*, L.) should be substituted for *Capsicum fastigiatum*, Blume, is really not new, for Flückiger and Hanbury, "Pharmacographia," 2 ed., page 452 say, "It furnishes the largest kind of pod pepper and is, we believe, much of the cayenne pepper which is imported in the powdered form." In the "American Dispensatory," 1898, page 434, we find, "It (*C. annum*) undoubtedly forms a large part of ground red pepper."

Cochineal (Silver and Black).

Pure (black) cochineal is of a purplish-gray or purplish-black color, and it is surprising how few druggists know or have seen the pure article. It is the general custom to add some white material to the pure cochineal, in order to bring out the silvery appearance (sic!) which is so characteristic of the commercial cochineal. The kind and amount of added material varies considerably, being, as the writer has found, sometimes barium sulphate to the extent of 30 per cent., talcum, calcium sulphate, calcium carbonate and magnesium carbonate.

Elm Bark, Powdered.

It is a common occurrence to find this article adulterated with wheat flour. As much as 30 per cent. has been met. The microscope will reveal this diluent.

Jaborandi Leaves, with Added Rubbish.

While the admixture of jaborandi leaves with twigs, stems and sticks to the extent of about 20 per cent. does not probably come directly under the heading of adulteration, as it is usually understood, yet there can be no doubt that an undue amount of such substances must have been added with a purpose, for it is well known that the addition of such products must impair the medicinal efficiency of the drug to which they have been added. In the liberal sense of the word, they must be considered adulterants. This is simply an example of many drugs that are found containing such added foreign material. Frequently as high as from 20 to 30 per cent. of such matter

is found in crude drugs. It might also be stated in this connection that roots sometimes contain as high as 20 per cent. of earthy matter. In the powdered form it is nearly impossible to detect such impurities. Such drugs are not fit for medicinal use. If crude drugs, free from such diluents and other debris, cannot be purchased in the open market, garbling must necessarily be resorted to, before use.

Lactucarium.

There is no doubt as to what the nature of this article should be. The Pharmacopœia distinctly specifies what is wanted. During the past year when lactucarium was materially advanced in price there was received extract of lettuce when lactucarium was ordered. It seems that anything of this character should be repudiated in the most vigorous terms, because the two articles are so entirely different and distinct that there is no possibility of confusing the one with the other, except for pecuniary gains. The plea of French lactucarium does not offer a tenable excuse.

Rock Candy Syrup.

This is probably an article which is used as freely by many druggists as any other commodity they deal in, and it is well known that it generally contains a small percentage of invert sugar, which finds its way into the syrup in the course of its manufacture by atmospheric influences. Certain dealers, having knowledge of this, thought that a little more reducing sugar would not do any harm, and consequently, when rock candy syrup was ordered they supplied glucose of the same specific gravity as the rock candy syrup usually furnished. A superficial examination might not reveal the nature of this fraud, but it is easily detected by the application of Fehling's solution, or by placing a suitable quantity of the syrup into a porcelain capsule, then evaporating on a steam or water bath. A glucose syrup will simply assume a heavier body, while pure rock candy syrup will dry completely, with either distinct crystals or crystalline crusts, or both.

Venice Turpentine.

There are at present three articles on the market which pass under this name. One is the genuine Larch Venice turpentine; another is an imported artificial product, and the third is a domestic artificial product. The genuine article brings quite a good price, and being of such a composition that it is very difficult to get at the actual component parts, the adulterator has worked along the lines of substitution so skillfully as to be able at present to imitate the genuine article very closely, and sell it at a very much lower cost. Certain data have, however, been worked up in connection with pure Venice turpentine which up to the present time the sophisticator has not been able to fully comply with. The writer is at present collecting certain data upon this question and hopes to make them public in the near future.

The artificial product consists for the most part of specially selected resin dissolved in oil of turpentine. Another article has also been met with which had a decided fluorescence and proved upon investigation to consist of resin or allied bodies dissolved in a fluorescent resin oil, mixed with a little turpentine.

Gum Acacia.

On looking over the various price-lists we find that there are at least five distinct varieties of this gum, varying very materially in price. There are only the following conclusions to arrive at—namely: Either the lower grades of acacia are spurious products, or they are gums of an inferior quality. The latter is probably the correct explanation, inasmuch as we find upon examining the various grades that there are very few which will stand the Fehling's test. This test indicates that there are asso-

ciated with these poor gums certain substances which ought not to be present in a first-class article. The point naturally presenting itself in this connection is, How are we to decide whether a sample of gum acacia submitted is of an A No. 1 quality, or whether it contains more or less selected portions of the inferior grades of other gums? Chemical tests practically fail us. To be sure we have the ash test, the optical rotatory power, the ferric chloride solution test, the relative viscosity, etc., but after applying all these tests and we ask ourselves the question, Is the sample submitted genuine gum arabic? we are compelled to say we do not know. The writer is inclined to believe, from the fact that there is very little gum acacia which will not reduce Fehling's test solution, at even a slightly prolonged elevated temperature, that very little A No. 1 gum acacia is found in the market. The various grades are probably differently selected gums from the same or similar sources.

Gum Tragacanth

shares the common fate of gum acacia, inasmuch as the best quality is about twice as expensive as the lower grades, and with this article we are practically unable to do anything relative to deciding between the inferior and the superior product. There do not seem to be any marked differences except physical appearance, and the viscosity test between the expensive and the cheaper articles. It can readily be seen, therefore, that the one is liable to be substituted for the other, especially in powdered form, in cases where the greatest care is not exercised by the purchaser.

Gum Kino.

During the past few years the official product appears to have been in the hands of a monopoly, and an article has been supplied occasionally which represented the genuine very closely. In fact, there appeared to be so very little difference between the genuine article and that supplied that it was necessary to resort to a chemical analysis in order to differentiate between them. One sample, nevertheless, complied with the usual tests so closely that it was impossible to find a point of distinction, except that the fresh official product possessed a slight aromatic odor, which the sample supplied did not have, but this cannot be considered a distinguishing feature, inasmuch as all gum kinos will lose their peculiar aroma in course of time. This sample contained even more tannin and was more readily dissolved in alcohol and in water than the pharmacopoeial article, as the following results clearly show:

Kind.	Ash. Per cent.	Per cent. insoluble in 95 per cent. alcohol.	Per cent. insoluble in water.	Per cent. of tannin.
True	1.48	8.20	81.04	51.07
True	0.84	10.54	26.98	48.91
Unknown	1.14	7.08	1.16	57.26

The sample marked "unknown" is the one referred to above.

Aloes.

It is well known that the various kinds of aloes are substituted one for the other, and it is quite unnecessary to make much comment in this connection. Very little Barbadoes aloes finds its way into commerce. That which is labeled as such and put up in the usual Barbadoes package is conceded to be for the most part pure Curaçao. There are reasons for believing that Curaçao is also sold for the other kinds of aloes. We may be in position in the course of time to be able to apply tests which will distinguish between these several varieties, inasmuch as very extensive chemical investigations are at present being made on the composition of these gums.

Gum Asafetida.

The poor quality of asafetida has during the past few

years been brought up on a number of occasions. It is referred to here simply to give additional testimony to the inferior quality of the article as usually supplied to the trade in this country. The adulterants are chiefly soft calcareous rocks.

Conclusions.

The reader has undoubtedly noticed in going over the above results that gross adulterations are very little practiced at present. In closing this paper the writer wishes to leave impressed upon every mind one last thought—viz.: Adulterations are generally carried on in such a way that they are not, in most cases, perceptible to the naked eye, and it is necessary to resort to the test tube, the analytical balance, the microscope and the polariscope, before positive conclusions can be arrived at. It, therefore, behooves every druggist who is not in position to carefully examine his own goods to secure them from such dealers, or manufacturers, as are known to carefully and conscientiously investigate the commodities they handle.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE PRESCRIPTION LABORATORY.

Some Suggestions Regarding Its Fittings—Sketch and Description of Modern Prescription Desk.

AS I have said on many other occasions, the pharmacist who aims to build up a fine prescription trade must give the greatest attention to the planning and fitting up of his laboratory. The claim of ability to do good work on the pharmacist's part will amount to but little unless the pharmacist backs up the assertion by displaying good facilities and first-class tools for doing the work. Make no mistake about it, the general public, as well as the physician, is quick to recognize a good workman in any line, and the chief sign of a superior workman is a superior kit of tools and better than ordinary appliances for doing his work. As the prescription desk is the most important piece of laboratory furniture used by the pharmacist, its details should be well thought out. Not only is it the pharmacist's work-bench, it is the very throne of pharmacy as well.

A MODEL PRESCRIPTION COUNTER.

In the accompanying sketch of a prescription desk are embodied some of the modern ideas in prescription desk building. Drug store fitters do not as yet include desks of this style among their stock styles, and they have to be built to order.

This desk is usually built of the same wood as the wall fixtures of the shop, but very plainly and solidly, without ornaments or moldings other than the panels in each end. It is a piece of furniture that impresses one with the fact that it is not intended for ornament but for use, being solid, substantial and business-like.

As shown in the sketch, the dimensions are: Length, 12 feet, height of working counter, 3 feet, the shelving in the center rising 18 inches above the counter top; the range of shelving being 6 inches wide. The width of the body is $4\frac{1}{2}$ feet, since the desk is a double one, so that it may be worked at from both sides. Where a single desk is desired the width should be about $2\frac{1}{2}$ feet.

THE FACE OF THE COUNTER

is fitted with six slides and thirty-six drawers. Closets are an objectionable feature in a prescription desk, for, being unusually deep, they are dark, and dark closets are, as a rule, untidy, becoming catch-alls for broken or dirty utensils that should be either thrown away or cleaned up.

DESCRIPTION OF THE SLIDES.

The slides are of wood 1 inch thick, fitted as follows: (a) A plain pine board for cutting upon. (b) Hard wood, shellacked and polished, for powder folding; (c) Hard wood, varnished, to support the pill machine when making pills. (d) Reversible slide, having in each end a mortar clamp, for large and small mortars. (e) Slide

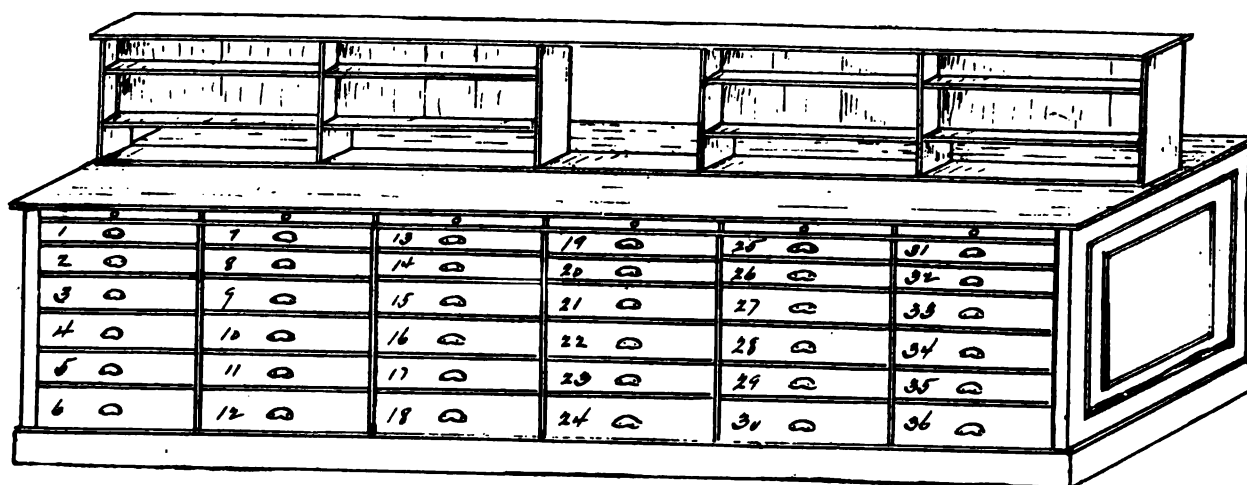
22. Extra large powder boxes.
23. T. T. and suppository molds, etc.
24. Pill machines, excipient box, etc.
25. Filtering paper.
26. Straining cloth, etc.
27. Powder papers.
28. Clean towels.
29. Plaster spreading materials.
30. Pill tiles, etc.
31. Filtering cotton.
32. Glass and rubber tubing, etc.
33. Empty capsules and suppositories.
34. Collapsible tubes and tin foil.
35. Waste tissue paper
36. Sundry tools and utensils.

THE SHELVING ON THE DESK

is chiefly taken up with the various vessels used in practice; few stock bottles should be used, and these only to contain bulk drugs, the greater part of the stock being kept in original containers in dust and light proof closets.

DISPLAY ON TOP OF SHELVING.

The top of the shelving is adorned with the glass vessels used; graduates, long pointed funnels, several boil-



Arrangement of a Modern Prescription Desk.

mortised out to take a piece of quarter-inch plate glass, square in shape and the full width of the slide. This is used for dry filling capsules. To assist in dividing powders into portions a heavy piece of white cardboard with black cross lines every half inch lies under the glass. (f) Slide mortised as before and fitted with a ground plate glass. This is used chiefly for working ointments with the spatula or muller.

DRAWERS AND THEIR CONTENTS.

The drawers contain the following:

1. Labels.
2. Labels.
3. Pill boxes.
4. Extra, sized pill boxes.
5. Ointment pots.
6. Ointment pots.
7. Envelopes.
8. Wrapping paper.
9. T. W. boxes and mailing cases.
10. Tin ointment boxes.
11. S. C. glass jars.
12. G. s. and w. m. bottles.
13. Rubber stoppers.
14. Corks.
15. Homœopathic vials.
16. Prescription bottles.
17. Amber lotion bottles.
18. Blue poison bottles.
19. Spatulas, knives, stirring rods.
20. Bottle caps.
21. Powder boxes.

ing flasks of different sizes, a rack of test tubes, nest of beakers, hydrometer jars, glass mortars, etc. In the center of the top, just over the scales, is placed a microscope, covered with a glass shade.

MANAGEMENT OF THE BALANCE.

The space for the scale opens through to both sides of the counter. By fitting a glass door to each side the balance will be accessible from either side. This balance had best be a very fine beam balance and used for weighing small quantities only. For coarser weighing a torsion or other box balance should be used and one should be placed on each side of the shelving. The use of two prescription scales is a real economy, for the use of finely adjusted beam scales for weighing drachms soon wears them out.

The lower space of the shelving also opens to both sides of the counter, and here is kept the wedgewood pill and powder mortars, small sizes only; the larger ones are not often used and are stored in a closet elsewhere. The remaining shelves contain the stock bottles of the most used drugs, the containers being glass labeled, glass stoppered bottles of about four ounces capacity.

With a thoroughly well appointed prescription desk of this kind, a physician visiting the store can see at a glance that the establishment is well equipped for prescription business, a fact that will carry more weight with him than any amount of advertising and argument.

I know of one case where a pharmacist started in business in a town with every physician in the place antagonistic to him, yet in two years he built up a larger prescription business than all of his competitors combined. He simply compelled this trade to come to him by the superiority of his equipment and methods over that of his competitors. One by one the physicians withdrew their allegiance from the other stores and brought their trade and influence to him. Advertising, systematic, continuous advertising to physician and public had a good deal to do with it, but the advertising would have accomplished no such results without solid facts to back it up.

Scientific equipment, scientific methods and high-class workmanship were writ large over his laboratory, so that it needed but a glance to prove to either physician or layman that this was the place to have their prescriptions filled.

(To be continued.)

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,
President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

ANATOMY OF THE EYE. (Continued)

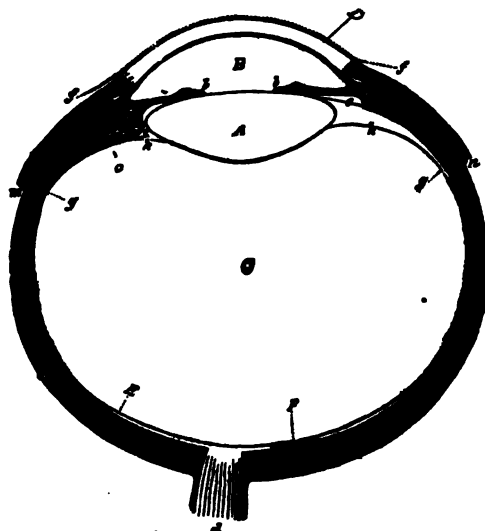


FIGURE OF THE EYE.

- | | |
|---|----------------------|
| A The Crystalline Lens. | D The Cornea. |
| B The Aqueous Humor. | E The Retina. |
| C The Vitreous Humor. | F The Yellow Spot. |
| cc The Canal of Schlemm. | d The Optic Nerve. |
| bb The Iris, the opening between being the pupil. | hh The Ciliary Body. |
| k The Capsule of the Lens. | gg The Choroid Coat. |
| ff The epithelial covering of cornea. | c The Zone of Zinn. |
| mm The insertion of the muscles in the sclerotic. | |

THE AQUEOUS HUMOR.

THE aqueous humor completely fills the anterior portion of the eye-ball—that is, the space included between the cornea in front and the crystalline lens and ciliary processes behind. It is small in quantity, and its composition is little more than water with a small quantity of chloride of sodium in solution. The iris floats

in the aqueous humor—that is, the humor is on all sides of it.

If this fluid is evacuated by injury or operation, there is a fortunate provision of nature that it is reproduced very quickly, as otherwise the usefulness of the eye would be impaired by the loss of convexity of the anterior portion of the eye, and by an adhesion of the iris to the cornea and the lens.

THE VITREOUS HUMOR.

The vitreous humor occupies four-fifths of the interior of the eye-ball. It fills the concavity of the retina, and is hollowed in front for the reception of the crystalline lens. It is perfectly transparent and colorless, about the degree of density of thin jelly, and consists of an albuminous fluid inclosed in a delicate transparent membrane, called the hyaline membrane.

In health there are no blood-vessels in the substance of the vitreous body. On account of its consistency it is admirably adapted to maintain the form of the eye-ball and give to the retina, which is spread upon its outer surface, the necessary support, while at the same time it yields sufficiently to protect this delicate structure from injury by jarring or external pressure. If the eye "runs out"—that is, if there is an escape of the vitreous fluid from rupture of the coat of the eye, it is not again re-formed (as is the aqueous humor).

The maintenance of the proper form and distention of the globe of the eye depends largely upon the vitreous humor, without which the ball would collapse into a shapeless mass. It also keeps the choroid and retina in position, so that the latter shall be at the proper location to receive the images formed by the refracting media.

The eye is a wonderful illustration of skillful packing, combining firmness, elasticity, compactness, mobility and safety, in a degree of perfection that can never be approached by art, and is perhaps scarcely equaled elsewhere in nature.

THE CRYSTALLINE LENS.

The crystalline lens, inclosed in its transparent and elastic capsule, is situated immediately behind the pupil, and in a depression in the front part of the vitreous humor, and is surrounded by the ciliary processes, which slightly overlap its margin. The lens in its capsule (hyaloid membrane) is suspended at all portions of its circumference, and is retained in its position chiefly by what is termed the suspensory ligament of the lens, which originates in the meshes of the ciliary body, and is firmly inserted at the edge of the capsule.

The crystalline lens is a transparent, double convex lens, the convexity being greater on its posterior than upon its anterior surface. It measures about a third of an inch transversely and about one-seventh of an inch antero-posteriorly. It is firmer than the vitreous, but is not solid, the outer portion being softer, while that beneath is firmer, and the central portion forms a hardened nucleus.

In young persons the consistency of the lens is such as to allow its shape or convexity to be readily altered, this contraction and expansion being accomplished by means of the ciliary muscle. It grows denser with age, and hence is less susceptible to the action of this muscle; it also becomes flattened on its surfaces, slightly opaque and of an amber tint. These changes bring on the condition of presbyopia, as will be fully explained in later papers.

The eye-ball is imbedded in a soft cushion of oily fat, which supports and protects it, and at the same time allows it to move in all directions as freely as if it floated in water.

(To be continued.)

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The British and Colonial Druggist, September.

Pharmaceutical Education in France.—The various French schools of pharmacy are named and the total number of students in attendance is given as 3,394, 1,410 of these being in attendance at the "Superior" School of Paris. The reasons for the predominance of Paris as a teaching center are manifold and two immediately suggest themselves. One is the brilliant staff of teachers and well equipped laboratories and collections, which naturally are most likely to be found in a large metropolitan establishment; the second is doubtless the greater facility with which the student compelled to work during his spare hours can find a situation in a vast city. The general verdict on the French pharmacist is that he is a man of comparatively high scientific knowledge, but sometimes very deficient in the practical details of the business, though the student is required before he can follow the regular course of lectures to serve an apprenticeship of three years in a pharmacy. During this period he inscribes himself twelve times (once every quarter) on the books of the school as a candidate for admission. The entrance examination follows the twelfth "inscription," and is not as a rule of a very exacting character. The subjects taught at the Paris School of Pharmacy include organic chemistry, physics, hydrology and mineralogy, chemical pharmacy, general botany, analytical chemistry, galenical pharmacy, inorganic chemistry, cryptogamy, toxicology, materia medica, and zoology. Micrography and microbiology are also taught, though no official chairs have yet been founded for these subjects. The expenses of the Parisian candidates for a first-class diploma amount to 1,445 francs, say \$279.

The pharmacy students, in the slang of the student quarter, are called "potards." The present writer speaks of the Parisian pharmacy student as an individual of modest means, but of a social and cheerful disposition, who is usually to be found in the Quartier Latin when he is not employed indoors, or at too great a distance. When the scholastic year is ended a solemn "monome" or Indian file of students crosses the Luxembourg Gardens and follows the Boulevard Mich. Finally they cut the white blouses (in which they are attired) with knives and lancets as an emblem of the termination of the year's labor, and disperse to the numerous *cafés*, etc., of the boulevard, to pledge each other in a last regretful bock before separating.—(Sept. 13th.)

Pharmaceutical Journal, August and September.

Chemistry of the Bark of Robinia Pseud-Acacia. By F. B. Power, Ph.D.—Continuation of a paper read before the British Pharmaceutical Conference, Dublin, July, 1901, and already referred to in the AMERICAN DRUGGIST for August 12, 1901, p 91.—(Aug. 24.)

Drugs in Relation to Dentistry. By F. A. Howorth.—A very brief and elementary description of the properties and uses of the various drugs and chemicals used in dental surgery.—(Aug. 24.)

Vegetable Powders and their Diagnostic Characters. By Prof. H. G. Greenish and Eugene Collin.—Section 3, Powdered Leaves: The authors state that the chief diagnostic characters of powdered leaves are to be found in (a) The shape and appearance of the cells of the epidermis and mesophyll; (b) the stomata; (c) the presence or absence of secretory tissue; (d) the presence or absence of hairs; (e) the presence or absence of crystals;

(f) the presence or absence of pericyclic fibers; and (g) the elements of the midrib. The various leaf elements are briefly detailed and the microscopic characters of several leaves described and excellently illustrated with original drawings. The paper is to be continued.—(Aug. 31.)

On Chemists' Accounts. By E. C. S. Taylor.—The second of a series of papers showing how the book-keeping of a small establishment should be conducted. The present article deals with the ledger and describes how the balance sheet may be drawn up.—(Aug. 31.)

Contamination of Drinking Water by Diatoms. By John H. Fisher.—An account of a research to detect the origin of a contamination of the water supply of a small town. The water had a strong, fishy taste and odor, and examination showed that the contamination was due to the presence of enormous numbers of a small diatom, *Asterionella formosa*. This plant multiplies in shallow water at a great rate and secretes an oily fluid which imparts to the water a strong fishy taste and odor. It may be easily recognized, as its appearance is like to a carriage wheel minus the outer rim.—(Aug. 31.)

The Materia Medica of the German Pharmacopœia. By H. G. Greenish.—A criticism of the description of the macroscopic and microscopic characters of crude drugs, as given in the fourth edition of the German Pharmacopœia, with a view to the improvement thereof in the next edition of the British Pharmacopœia.—(Sept. 7.)

Chelidonium Majus. By Graham Bott.—The author gives a detailed description of the botanical characteristics of this plant, explaining the origin of the name celandine and distinguishing it from the lesser celandine. Its uses in ancient times are briefly pointed out and a short note on the chemistry of the drug is appended. The drug has been used as a remedy for cancerous affections, but it is now falling into disuse.—(Sept. 7.)

Practical Chemistry for Pharmaceutical Students. By H. John Henderson, Ph.C.—In this article are described the fitting up of a laboratory, the selection of apparatus and reagents, and certain simple methods of chemical analyses. Text books are also named and the article is illustrated with a figure of a sulphuretted hydrogen apparatus and a cut showing the method of twisting wire for borax beads. The article is too general in its nature to permit of abstracting.—(Sept. 14th.)

The Preparation of a Student's Herbarium. By P. E. F. Perrédès.—This is a suggestive and practical article for young botanists. It is illustrated with cuts of a trowel, a portfolio case, pressing boards, lenses, scissors, tweezers, scalpels, etc. The design of a herbarium cabinet is also shown and general directions are given for plant collection.—(Sept. 14th.)

The Position of British Chemistry at the Dawn of the Twentieth Century. By Percy F. Frankland, Ph.D., M.Sc., F.R.S.—This is the address in chemistry of the president of the section on Chemistry of the British Association, delivered on Sept. 12th. (To be concluded.)—(Sept. 21st.)

Chemist and Druggist Midsummer Number, and August and September.

The Apothecary's Art in Dublin.—This is the first of a series of articles on British and continental Pharmacy. It opens with a history of the early days of pharmacy in

Dublin, and states that in 1566 one Thomas Smith was granted a *concordatum* of 20 shillings and one day's pay from every soldier in garrison, to encourage him to remain in Dublin to act as an apothecary. The Royal College of Physicians in Ireland was the first society to regulate the practice of pharmacy, and in 1692 obtained from Parliament a new charter giving them larger powers of supervision. In 1791 Parliament granted to the Society of Apothecaries powers to raise a fund, "For erecting an Apothecaries' Hall to be supplied with medicines of the purest quality and prepared under the inspection of persons skilled in the art and mystery of such preparations, the want of which, as well as the unskilfulness and ignorance of divers persons who pretend to the art, causes injury to the fair trader, disappointment to the physician and infinite hazard to the lives of His Majesty's subjects."

This act also established examinations to test apothecaries for competence, and declared "that no apothecary shall grind, compound or sell any arsenic, oils or colors for painters' use in the shop or room where he compounds medicine," and that all sales of arsenic of less than a pound weight were to be registered and signed for. This is believed to be the origin of registering sales of poisons. It is curious to note that the compounding room of this Apothecaries' Hall was called the "Elaboratory." The apothecaries afterward became physicians, and the Hall is now the examining body for physicians and apothecaries applying for license to practice. Professor Donovan, the originator of Donovan's Solution, was professor of chemistry, pharmacy and materia medica here in the first half of the nineteenth century. The first story of the building is still a shop for the dispensing of medicines. It supplies medicines to many convents and monasteries throughout Ireland and to the army in Ireland. Among retail chemists' shops in Dublin are: Dalkey Medical Hall, G. D. Beggs, proprietor. The business is devoted to prescription work, and the sale of medical requisites solely. "The pureness of the pharmacy being such that nothing like it exists in England for comparison." Messrs. Borlean & Boyd, of Bride street, are proprietors of a business founded in 1700 by "Mr. Apothecary Wilson." A small but fine collection of ancient pharmacy pots are displayed in the shop. This firm has also a large wholesale business at the junction of Bride street, Golden Lane and Chancery Lane.

Butler's Medical Hall, at 54 Lower Sackville street, was founded in 1817 by Dr. Chas. Butler, and is now owned by the widow of late Mr. Bell, and is managed by Henry O'Connor. The exterior is delightfully quaint. Each of the four show windows has four small panes of glass in the upper part, and behind each pane stands a colored show bottle with a gas jet behind each, making a striking effect at night. The compounding department is entirely separated from the retail shop, and a checking system similar to our American "double check system" is used in compounding. Betton's British Oil, the original and true Dr. Bateman's Pectoral Drops, Daffy's, Bostock's, Bateman's, Radcliffe's and Stoughton's elixirs, and other old time proprietaries are made here. Two of the shop chairs with the backs carved in the form of an Irish harp were formerly in the Irish House of Commons.

Messrs. Evans, at 49 Dawson street, are proprietors of a business founded in 1684, and is the second oldest business in the United Kingdom. This shop bears little resemblance to the ordinary chemist's shop externally, but with its high stoop and bow windows looks more like a private residence.

The "medical hall" of J. J. Graham & Co., at 30 Westmoreland street, was founded in 1821. More than a hundred prescriptions daily has been the average for

the whole eighty years of its existence. The shop front is very ornate with wood carving. The shop occupies the first two floors, a gallery being run around the interior at the second floor level.

Hamilton, Long & Co., 3 Lower Sackville street, was founded in 1826. They are State apothecaries, having been appointed chemists to the late Queen Victoria, and since then to H. R. H. Edward VII. They are also chemists to the Viceroy of Ireland since 1865.

Other Dublin pharmacies are: Hayes, Conyngham & Robinson, Limited, owners of eleven businesses. Patrick Kelly, of 16 South Richmond street. Mr. Kelly is a professor of chemistry and one of the best private "coaches" in Ireland. "About half the chemists on the Irish register have passed through his hands." Dr. James C. McWalter is proprietor of six shops, each run under the title of "Dr. Leonard's Medical Hall," and all fitted up in white and gold. The shops are each in charge of a pharmacist, and Dr. McWalter visits them two or three times a day for the purpose of prescribing for patients. Price's Medical Hall, 26 Clare street, is fitted up in black and gold. The pharmacy practiced here is very "pure," as the expression is here, and nearly all the business is prescription compounding.

W. F. Wells, 20 Upper Baggot street, has one of the most select dispensing businesses in the county. It is next door to the Royal Dublin Hospital, of which Mr. Wells is the hospital apothecary. The dispensing of prescriptions has been reduced to a system which minimizes chances of errors and facilitates compounding. When a prescription is received in the front shop a docket such as

U R G E N T .	Received
	Call
	Send
	To

is given here is filled in, the ordinary docket is on white paper, the urgent form of it being on pink paper, and having the word "Urgent" printed on it. The prescription-book has its alphabetical designation, and the numerical number on each page, and the particulars on the docket are also entered so that in case of subsequent inquiry the full history of the prescription can be readily revealed. A check-label is placed on each bottle, box or pot sent out from the compounding department, as the example here given. Each assistant, of whom Mr. Wells has six, has his special label. The arrangement of the pharmacy and stock-rooms is as methodical as the dispensing-checks. When stock is received a label is affixed to it filled in with particulars of whence it came, date, quantity and cost. Not only is the stock labeled, but similar particulars are entered in a specially ruled price-book.

FECIT, W. F. W.

Liquor Ferri Albuminati.—A "Practical Pharmacist" suggests the following modification of Dieterich's method for the preparation of this solution: Make a solution of 3 ozs. dried egg albumen in 400 ozs. of water, warm to 50 degrees C. and pour into a solution of 12 ozs. of dialysed iron in 400 ozs. of water of the same temperature as the albumen solution. Draw off exactly a pint of liquor; fill a graduated syringe, holding about 30 minims,

with a solution of soda, and add the latter drop by drop to the reserved pint, stirring until a bulky precipitate is formed. Allow to settle, and if the operation has been properly performed, the supernatant liquor will be clear and colorless. If it is not, add one drop more of alkali and allow it to settle again. A simple calculation will then determine the amount of alkali necessary for neutralizing the bulk. Measure this quantity exactly and add to the bulk, stirring constantly. Allow the precipitate to settle, decant the supernatant fluid, wash the precipitate with water until free from chloride, and transfer to a tared bottle and dissolve by the addition of $\frac{1}{2}$ oz. solution of soda of sp. gr. 1.17. Directly the precipitate is dissolved add the spirituous liquor (alcohol, 15 ozs.; cinnamon water, 10 ozs.; aromatic tincture, 2 drachms) and shake well. If the solution be not immediately added the alkali changes the precipitate into a jelly. Should this occur, stand the bottle, after adding the spirit and water, in warm water until the contents attain a temperature of 50 degrees C., when the jelly will dissolve. If proper precautions be taken, however, this will not be necessary.—(Aug. 24.)

A New Adulterant of Bergamot Oil. By Dr. Salvatore Gulli.—The author states that a new method of falsifying bergamot oil has recently come under his notice. This consists in the addition of oil of turpentine which has been treated with a current of hydrochloric acid gas. By this method an oil is obtained which will show a large ester content, the value of bergamot oil being largely judged by this factor. The best method of detection is by fractional distillation and by saponification with alcoholic polish, evaporating and igniting the residue. If the oil be falsified in this way the residue will show presence of chlorides with silver nitrate.—(Aug. 31.)

The Druggists' Circular, September. (Continued from page 174.)

Assay of Cinchona Bark and its Fluid Extract, Both for Total and Ether-Soluble Alkaloids. By H. M. Gordin.—The author recommends the following simplified method of assay for cinchona bark and fluid extract: Put 10 Gm. of the bark in very fine powder into a 300 Cc. bottle, pour in 200 Cc. of modified Prollius' fluid (Lyons' Manual), and shake continuously for four hours. Set aside till settled and pour off 100 Cc. (=5 Gm.) into a distilling flask. Distil off the ethereal liquid, removing the last 2 or 3 Cc. by a current of air. Dissolve the residue in 10 Cc. of hot water containing 5 per cent. sulphuric acid; cool and filter into a separator, washing the flask and filter repeatedly with acidulated water.

For the fluid extract put 5 Cc. into the separator and proceed in both cases as follows: Pour into the separator 40 Cc. of a mixture of 3 parts of ether and 1 of chloroform, and add 10 or 15 Cc. of 10 per cent. potassium hydroxide and shake well. Set aside until the liquids separate, draw off the lower aqueous liquid into a second separator and shake it out twice more with the ether-chloroform mixture, using 30 Cc. each time. Filter the ether-chloroform liquid through a small plain double filter into a distilling flask, and distil to dryness, removing the last 2 or 3 Cc. by a current of air. Redissolve the residue in about 10 Cc. of hot sulphuric acid, cool, filter into a separator, washing the flask and filter repeatedly with acidulated water, make strongly alkaline with 10 per cent. potassium hydroxide and shake the alkaloids out three times with chloroform, using 30 Cc. each time. Filter the chloroform solution through a small plain double filter into a tared flask, and distil the chloroform off completely, removing the last 2 or 3 Cc. by a current of air. Dry the flask at 130 degrees C. for

two hours and weigh. The weight multiplied by 20 gives the percentage of total alkaloids.

If the total percentage of ether-soluble alkaloids be desired redissolve the alkaloids by pouring into the flask about 5 Cc. or more of chloroform, and warming gently, add 5 or 6 grains of clean coarse (No. 6) quartz and remove the chloroform completely by placing the flask in the water bath and twisting it continuously. The last traces of chloroform should be removed by a current of air. When the flask is cold there should be no solid matter adhering to the flask. If this is the case, as happens with rich (over 10 per cent.) samples of bark, the alkaloids must again be dissolved in chloroform and a few grams more of quartz be added. After the complete removal of the chloroform as before, 10 Cc. of ether are poured into the flask and the latter shaken gently for half an hour in a horizontal plane; the ether is then filtered through a small filter into a light tared flask, the quartz and the filter are washed four times with ether, using 5 Cc. each time, the ether distilled off completely, removing the last 2 or 3 Cc. by a current of air, and the flask dried at 130 degrees C. and weighed. The weight multiplied by 20 gives the percentage of ether-soluble alkaloids.

The Soda-Water Counter. By Thomas Warwick.—The soda-water counter should always be given the best possible location in the drug store, and should be made the center of all efforts at ornamentation. A very good place for the apparatus would be facing the entrance in the middle of the store, but nearer the door than the back wall. This, however, would require an apparatus finished as highly behind as in front. Central apparatuses are always best for display and for quick service. A circular counter should surround the central apparatus, with room in between for attendants. The full effect of the soda counter is spoiled by the too close proximity of showcases, etc.

Hay Fever. By a Hospital Physician.—An article dealing with the treatment of this common affection of the autumn months.

American Journal of Pharmacy, September.

Edward Robinson Squibb, M.D. By Joseph P. Remington.—A biographical sketch of Dr. E. R. Squibb, of Brooklyn.

International Pharmaceutical Congresses. By Dr. Fr. Hoffmann (concluded).—The author concludes his historical sketch of the International Pharmaceutical Congresses. He gives the correspondence which led to the selection of the Seventh Congress in Chicago in 1893. The original plan, formulated at the preceding Sixth Congress, was to hold the seventh international gathering at Milan in 1891, but this was postponed on account of certain new laws that occupied the Italian pharmacists to the exclusion of everything else, and of the Paris Exposition of 1889. The American Association had twice previously, in 1874 and in 1881, invited the congress to meet in this country, and during the delay caused by this postponement the A. Ph. A. took steps to secure the congress for Chicago in 1893. The Seventh Congress accordingly met in August, 1893, in Chicago. The chief question considered was that of an international pharmacopœia, and a nucleus of a commission was elected for this purpose, the members being Messrs. Remington (United States), Carteighe (Great Britain), and von Waldheim (Austria). Resolutions were also adopted in favor of a compulsory preliminary and professional education for pharmacists throughout the world, and in favor of extending the usefulness of the pharmacist as a sanitary

and food chemist. No action was taken on the subject of patents and nostrums.

The Eighth Congress met at Brussels in August, 1897. After discussing the question of standardization it was decided "that the proper authorities should require a uniform percentage of active important principles in medicinal preparations. The limitation of the number of pharmacies in proportion to the population was considered by most speakers as unnecessary and its introduction as a retrograde step. Nothing new developed from the discussion on pharmaceutical education. Professor Remington read the report of the International Pharmacopœial Committee, but this subject seemed to have lost a great deal of its interest. It was suggested, however, that an Advisory Committee of pharmacists from all countries be created to serve as advisors to the Revision Committees of various States, so that more uniformity be attained in the pharmacopœias. In regard to newer remedies, resolutions were adopted recommending compulsory publication of the formula on the label; the establishment of central laboratories for the analysis and testing of newer remedies; for the revision of the nomenclature of these remedies; for the publication of annual supplements to each pharmacopœia, and for the suppression of quackery and nostrums by co-operation of pharmacists and physicians.

The Ninth Congress was held in Paris in 1900. It was suggested by Tschirsch, of Berne, that an international commission for the creation of a universal pharmacopœia be organized by appointment of two delegates from each government. A comparative table should be constructed, showing the names and strengths of the preparations in the various pharmacopœias, and this table should be sent to all the countries represented, with request to take the matter into consideration at the next revision and to adopt as nearly as possible a uniform standard, and where differences still remain to call attention to such in foot notes. No other resolutions of importance were adopted. The author, in conclusion, strongly arraigns the uselessness of international pharmaceutical congresses.

Syrupus Ferri, Quinina et Strychnina Phosphatum. By Charles H. La Wall.—This preparation is of English origin and was at first known as Aitken's syrup, Easton's syrup, etc. The variation in the strength of the preparation since Dr. Aitken's original formula is noteworthy; the present U. S. P. giving a preparation which contains $1\frac{1}{8}$ grains of iron phosphate, $1\frac{3}{4}$ grains of quinine sulphate, and 1-88 grain of strychnine to the fluid drachm, while the present B. P. gives 1 grain of ferrous phosphate, 4-5 grain of quinine sulphate and 1-32 grain of strychnine to the fluid drachm. Aitken's syrup contained: Quinine sulphate, 1 grain; strychnine sulphate, 1-32 grain; ferrous phosphate, 1 grain to the fluid drachm. From the first the main trouble in preparing this syrup has been precipitation, and the U. S. P. takes the scale ironphosphate (utro-phosphate of ferric iron and sodium) to obviate this, while the B. P. takes iron wire and phosphoric acid. According to Haussmann (*Am. Jour. Pharm.*, May, 1900) the main trouble is due to the caramelization of the sugar; thereby causing the syrup to darken in color. If it has been made with granulated sugar which contained ultramarine there is a sulphureted odor on standing. Impurities in the glycerin also give rise to disagreeable odors.

The author suggests, in order to avoid all these occurrences, that the iron, quinine and strychnine be mixed with the glycerin, and then the syrup added when the preparation is required. One part of this "glycerite" to 3 parts of the syrup by volume will make a U. S. P.

syrup. The best results are obtained by using syrup made of rock candy.

Merck's Report, October.

An Analytical Scheme for the Microscopical Examination of Powdered Drugs. By Bert E. Nelson.—This is a continuation of a series of articles illustrated with drawings showing the histological characteristics of the principal drugs under the microscope. The present installment has to do with those drugs in which starch granules are present, but in which crystals are absent or seldom found. After a general description of each drug a concise description of the characteristic starch granules, fibers, cells, etc., present in each drug is given. Such descriptions are given in the current installment of the roots of belladonna, colchicum and sunbul. The article is to be continued.

The Loganiaceæ. By F. H. Knowlton, Ph.D.—This is the first installment of an article dealing more particularly with the medicinal plants of this order. In this number several of the species of strychnos are described at some length.

Some Things You Should Not Do. By C. H. Bowersox.—This is the concluding article of a series, which contains a very interesting compilation of don'ts, the advice in the current installment being directed to the apprentice, the porter and the soda water dispenser. Some of the advice to the apprentice is particularly to the point, for many lads who enter a drug store with the best intentions in the world prove unsatisfactory apprentices, merely because they have not been properly instructed regarding those things they should not do as well as those things they should do.

The Chemistry of U. S. P. Preparations. By Bernhard O. Leubner, Phm.D., Ph.C.—This is one of a series of articles which have been running for some time on this subject in *Merck's Report*. The author treats in this issue of the reactions occurring in the preparation of Griffith's mixture, Vallet's mass, saccharated carbonate of iron, chalybeate pills, saccharated iodide of iron and pills of iodide of iron.

Pharmacy for a Freshman. By L. D. Havenhill and L. E. Sayre.—This article, which is a continued one, takes up briefly the oleoresins, collodions, liniments and oleates, treating each of the subjects in the manner of a text-book.

Pharmaceutical Era, October.

A Ginseng Garden. By J. U. Lloyd.—Published in the *AMERICAN DRUGGIST* for October 14, page 203.

The Medicinal Plants of the Philippine Archipelago. By Clement B. Lowe.—Noted in the *AMERICAN DRUGGIST* for October 14, page 203.

Oxygen as Standard for the Gasometric Tests of the Pharmacopœia. By Carl G. Hinrichs.—A paper read at the St. Louis meeting of the American Pharmaceutical Association.

The Estimate of Urea by Mercuric Nitrate. Frederick T. Gordon's comment on a paper contributed to the *Journal of the American Chemical Society* for September, by J. H. Long of the Northwestern University, Chicago.

Test for Formaldehyde in Milk.—The same commentator describes a test for formaldehyde in milk proposed by A. G. Luebert in the journal already named. The test is as follows:

Five grams of coarsely powdered potassium sulphate are placed in the bottom of a 100 Cc. flask, 5 Cc. of the suspected milk are distributed over the sulphate by means of a pipette, then 10 Cc. sulphuric acid (sp. gr. 1.84) are carefully poured down the side of the flask. It is now allowed to stand quietly for a few minutes. If formaldehyde is present a violet coloration of the potassium sulphate appears in a few minutes, the

color gradually dispersing through the liquid. If no formaldehyde is present, the liquid will at once assume a brown color, rapidly changing to black. This test is sensitive to a dilution of at least 1 part of formaldehyde in 250,000 parts of milk. (Oct. 8.)

A New Economic Order in Pharmacy. By Harry B. Mason.—This paper was noticed very fully in the AMERICAN DRUGGIST for October 14 on page 204.

The Liquor Laws of the States and Provinces as They Apply to Pharmacists. By Clement B. Lowe.—A paper read at the St. Louis meeting of the American Pharmaceutical Association giving abstracts of the various statutes pertaining to the sale of liquor by pharmacists in the different States of the Union and the Provinces of Canada.

The Pharmacologic Assay of Preparations of the Suprarenal Glands. By E. M. Houghton, M.D.—This paper was presented at the St. Louis meeting of the American Pharmaceutical Association. It describes the method of operating upon animals to determine the physiological effects of preparations of the suprarenal glands. (Oct. 10.)

A Window Display and Window Displays. By William F. Pilcher.—The writer describes a window display of "Frog in Your Throat," and accompanies the description with an illustration, which latter, however, reminds one forcibly of a name given on the *lucus e non lucendo* principle. The reader will know that it is a drug store window that is illustrated by the sign "Drug store." The remainder of the article consists of suggestions bearing on distinctive window displays, which are general rather than specific in their nature.

Vacation. By Frank B. Styles.—This is a plea for the clerk, in which the advantages both to the employer and employed of a yearly vacation period are set forth.

The Utilization of Sawdust. By W. Donaghy.—In this article is described a new carbonizer for the utilization of sawdust.

The Backshop. By Miss M. A. Gorman.—A chatty article dealing with every day happenings in a country drug store. (Oct. 17.)

The Very Much Trained Nurse. By Thersites Mendax.—The author of this article appears to have a poor notion of the ability of trained nurses in the matter of prescribing, and is generally sarcastic over the dabbings of the trained nurse in pharmacy and medicine. It is true, his criticism is confined to the impostor among trained nurses, but his paper has an air of exaggeration, notwithstanding. He gives two specimen prescriptions in which mistakes occur, and accompanies these with the prescriptions as corrected. The corrections are by the author, and comparing the uncorrected with the corrected prescriptions the reader will find it difficult to decide whom to pity most, the trained nurse or the druggist, for where the former blunders sadly in specifying the article really wanted, the latter's knowledge of Latin is sadly at fault. The prescriptions follow:

No. I.

R Chloroformi 3iij
Bismuth subnit. 3ij
Aque ad. q. s. 3ij
Sig. 3ij every half hour until vomiting ceases.
Misce

No. II.

R Sodii bromidi 3iiss
Chloral hydras 3i
Glyzine 3i
Elix. simplex ad. q. s. 3ij
Misce
Sig. 3i every four hours.

No. I, corrected.

R Spiritus chloroformi 3iij
Bismuth subnit. 3ij
Aque ad. q. s. 3ij
Misce
Sig. 3ij every half hour until vomiting ceases.

No. II, corrected.

R Elixir sodii bromidi 3iiss
Chloral hydras 3i
Glyzine 3i
Elix. simplex ad. q. s. 3ij
Misce
Sig. 3i every four hours.

Leaving questions of errors in the names of preparations or slips in case endings out of the question, will T. M. tell us what "Glyzine" is? The article is a readable contribution to a phase of the Sarah Gamp and Betsey Prig style of nursing which failed to receive the attention of Charles Dickens, if prescribing was indulged in by the trained nurses of his day. (Oct. 31.)

Advertisement and Management of a Drug Store. By M. A. C. Lyons.—A description of the method employed by a retail druggist in successfully advertising store specialties. Specimens of advertising accompany the article. Hints on the way in which a clerk can make himself valuable to his employer are also given. The author's conclusion with regard to newspaper advertising is that it must be constantly changing, newsy and instructive to be successful. In the management of a store be sure that customers are treated cordially and intelligently, and that they always feel satisfied. (Oct. 31.)

The Druggist's Want Book. By J. T. Pepper.—The uses of the want book are set forth, and useful hints are given regarding the proper method of keeping it. (Oct. 31.)

Pharmaceutische Post, August.

Balsam of Peru and Its Collection in Central America. By Fritz Haselstein.—In the natural state neither the bark nor the wood gives any balsam. In order to obtain the latter the collectors must use incisions and heat. A portion of the bark is stripped off and the tree denuded at a certain level. After a few days some balsam begins to flow from this surface, and if the amount seems to be promising a piece of cloth is fastened over the wound in order to absorb all the balsam that issues out of it. As a rule, these cloths are pieces of old clothing, as new cloth is expensive in those regions. Undyed material is always preferred, but frequently colored rags are used in default of others. After the first lot of balsam has flown out the bared spot is treated with fire. This is done by heating it by means of torches of a hard wood, which burns without giving too large a flame. The tree is heated until the bark is thoroughly warm—i. e., for about four or five minutes—and then it is allowed to stand unmolested for eight days, when it begins to flow again. A piece of cloth is now fastened over the wound again, and renewed as often as it becomes saturated with balsam. One application of heat does not often give more than three rags full of balsam. The burned place is now incised in several places, the spots where the fire burnt too intensely being removed by scraping away with a knife. Through these incisions one can obtain some more balsam, enough to fill several rags. The tree is next "fired" once more, and the workmen obtain some more balsam on rags. Finally the bark is removed, powdered and boiled, whereby the remaining balsam is obtained. The latter is mixed with impurities of various kinds, such as pieces of bark, etc., and is cheaper than the "rag balsam." When the bark has been stripped off from one level of the tree the level above is denuded in the same way and the operations are continued. One hundred trees ought to furnish five hundred pounds of balsam annually. The balsam is extracted from the rags by boiling them and decanting the supernatant water. The rags themselves are then pressed out in a special press made by the natives from a peculiar pineapple fiber in the shape of bags made of cords, which are tightened by levers working the press.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Quinine, Potassium Iodide and Sweet Spirit of Nitre.—In the AMERICAN DRUGGIST for October 14, page 209, we printed the subjoined prescription:

Quinine bisulphate	℥ij
Spts. æther, nitrosi	℥iv
Tinct. nucl. vom.	℥ij
Kalli iodid	℥i
Spts. frumenti ad.	℥i

The dispenser experienced difficulty in avoiding precipitation in this mixture, and wrote for information regarding the character of the reaction which took place. We informed him that a reaction probably took place between the quinine and the potassium iodide, but expressed the doubt that the mixture was hopelessly incompatible.

An esteemed British correspondent is kind enough to comment on the query in a recent communication. He says:

"When spirit of nitrous ether is mixed with an aqueous solution of potassium iodide sooner or later iodine is liberated from the iodide, and in presence of a soluble quinine salt an iodo compound of quinine is precipitated. Experiment would, I think, have demonstrated to the writer that it would be difficult to dispense the mixture clear, although the intention of the prescriber in using whiskey was evidently to insure solution of the iodo compound of quinine."

"Fl. Ext. of Apis."—G. D. N. asks what he should dispense for the following:

℞ Fl. ext. of apis	℥i
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Sig. 5 drops in one-third glass of water. One teaspoonful every three hours.

This was evidently written by a layman, and intended for the Homœopathic mother tincture of the virus of the honey-bee, which is prescribed by Homœopathic physicians as a tincture and never as a fluid extract, fluid extracts as such not finding a place in the armamentarium of the Homœopathic school of medicine. If written by a physician the prescription would read:

℞ Tinct. apis mel.	℥i
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This tincture can be obtained through any Homœopathic physicians' supply house, Boericke & Tafel, for instance.

Whitehead's Spirit of Mustard.—I. H. A.—The formula for this preparation is given in Hager's "Practice of Pharmacy," as follows:

Camphor	5 Gm.
Oil rosemary	10 Gm.
Oil turpentine	20 Gm.
Spirit of mustard	50 Gm.
Alcohol	100 Gm.

Mix.

King's Rhubarb Cordial.—J. C. M.—The most convenient method of preparing this compound is that given in the National Formulary, under the title *Syrupus Rhei Et Potassi Compositus*, the formula reading:

Fluid extract of rhubarb	17.5 Cc.
Fluid extract of hydrastis	8.5 Cc.
Potassium carbonate	17.5 Gm.
Tincture of cinnamon	65 Cc.
Spirit of peppermint	8 Cc.
Syrup	250 Cc.
Diluted alcohol, to make	1,000 Cc.

Dissolve the potassium carbonate in the syrup and add

the solution to the fluid extract, tincture and spirit, previously mixed with 600 Cc. of diluted alcohol. Mix well, add enough diluted alcohol to make 1,000 Cc. and filter if necessary.

In King's American Dispensatory, Volume II, page 1900, Dr. John King quotes a formula which furnishes a syrup that is preferred by many physicians on account of its pleasantness and efficacy. It is as follows:

Rhubarb, best Indian, in coarse powder	℥ij
Potassium carbonate	℥ij
Golden seal	℥i
Cinnamon	℥i
Sugar	lb. iv
Brandy	Cong. i
Oil of peppermint	M xx

Macerate the rhubarb, golden seal and cinnamon in a half gallon of the brandy for six hours with a gentle heat, then transfer the mass to a percolator and displace with the remaining half gallon of brandy. To this add the potassium carbonate, sugar and oil of peppermint, this last having been previously rubbed with a sufficient quantity of the sugar to absorb it, and mix the two liquors.

Cochineal in Whooping Cough.—Referring to the therapeutic note on "Cochineal in Whooping Cough" printed in a recent issue, Johnson & Dundon, apothecaries, Salem, N. Y., write to advise us that they have been using a formula similar to the one given in our note for thirty-three years past. They also state that Griffith's Universal Formulary for 1856 published the formula as an old and thoroughly reliable receipt at that time.—All of which goes to show that in this day as in the days of Solomon "there is no new thing under the sun."

"Household" and "Violet" Ammonias.—From a number of correspondents, we are in receipt of inquiries concerning the manufacture of household preparations of ammonia water to be used for cleansing purposes and as toilet adjuncts.

There is scarcely another preparation with so large a general sale that is so distinguished for the number and variety of formulas accredited to it as this one of "Household Ammonia."

Household Ammonia was the invention of the late C. C. Parsons, head of the Columbia Chemical Co., of New York. The compound was patented and the name protected by trade-mark and copyright, so that others may not legally use the word "Household" for any part of the title of an ammonia preparation.

The invention claimed by Mr. Parsons was the improvement of the ordinary water of ammonia for cleansing purposes by the partial saponification of the liquid by the addition of oleic acid. It was claimed that the resulting solution of ammonia and ammoniacal soap, while less caustic, was a better detergent and superior for household cleaning purposes to the ordinary water of ammonia.

Parsons' preparation proved so popular that like most articles in large demand the price was cut to a point where there was no profit in selling it, and the wholesale grocery houses began to put out similar preparations on which the grocer could make a profit. So-called ammonia can now be purchased in the smaller grocery establishments at a price as low as five cents a bottle. This class of "ammonia" usually consists of a solution of washing soda, with just enough added ammonia to give a slight pungency of odor.

For the purpose of manufacturing domestic and toilet ammonias on a large scale, it is best to purchase ammonia water of 26 per cent. strength by the carboy. The carboys hold about 15 gallons, and the price is in the neighborhood of 8 cents a pound of about one and one-fifth pints. As soon as a carboy is received it should be transferred to gallon bottles and stored away in a cool place unless it can be diluted at once and bottled for sale. The ammonia should be tested as soon as received, as there is always more or less loss of gas in transportation, and the vessels are loosely stoppered to prevent bursting. The U. S. P. tests are simple and easily applied.

As already noted formulas for domestic ammonia are legion. The process ordinarily employed is to dilute the 26 per cent. solution with sufficient soft water to bring the percentage strength down to about 6, 8 or 10 per cent., the ultimate strength to be fixed by the selling price of the preparation. One or two drachms of oleic acid made from red oil is about the proper amount to add to each pint of the diluted ammonia.

The following formula is said to answer well if distilled water is used in its preparation:

Yellow soap.....	gr. x
Lavender water.....	℥i
Strong ammonia.....	℥vi
Distilled water, add.....	℥xx

Dissolve the soap in the warm water, and when cool add the other ingredients.

Borax is often added to the solution, as in the following formula:

Borax, powdered.....	℥i
Castile soap.....	℥ss
Aqua ammonia, 26 per cent.....	Oilss
Soft water, add.....	Cong. i

Dissolve the soap in a half pint of boiling water, dilute the ammonia with the balance of the water and in this dissolve the borax, adding the soap solution lastly. The soap solution must not be added to the undiluted ammonia, as it is immediately thrown out of the solution in a white curdy mass, which is redissolved with difficulty.

Violet Ammonia is usually made of a weaker ammoniacal strength than domestic ammonia, and contains about 5 per cent. ammonia, representing half U. S. P. strength. The violet odor is imparted either by the use of orris root, ionone spirit or extract of violet. The color, which is of the same bright green tint as violet water, is obtained with the violet water coloring sold by the perfumers' supply houses, such as the Evergreen Chemical Co., Fries Brothers, Fritzsche & Co. and others.

Violet Ammonia does not usually contain soap or borax, but consists simply of a colored and flavored solution of ammonia gas. In fact, it may be regarded as a weak violet water, with the alcohol replaced by a 5 per cent. solution of ammonia. Only from one-hundredth to one-tenth of the amount of perfume used in making violet water should be used, and, of course, the use of essential oils is interdicted, since they form a milky solution, unless used in exceedingly small amounts. A satisfactory violet ammonia may be made by the following formula:

Aqua ammonia, U. S. P.....	℥i
Rose water.....	℥i
Florentine orris, powdered.....	℥iii

Macerate for a week; filter in a closely covered vessel to prevent loss of ammonia and color to the desired tint with violet water coloring.

Toilet Ammonia of any desired odor may be made by using perfume extract of the odor desired in the proportion of half an ounce or less of the extract to each pint of 5 per cent. ammonia, with appropriate coloring in sufficient quantity.

REVIEWS OF BOOKS.

WARWICK OF THE KNOBS. A Story of Stringtown County, Kentucky. By John Uri Lloyd, author of "Stringtown on the Pike," "Etidorpha," etc. Illustrated. \$1.50. New York: Dodd, Mead & Co.

Professor Lloyd has recorded in this simple, direct and vivid story the life tragedy of a "hard-shell" Baptist preacher, a man of strong mind and undaunted courage, whose god is a god of righteous wrath, and whose religion is a gloomy predestinarianism which excludes all hope and forbids all temporal pleasures. His harsh and exacting creed drives his daughter into temptation, where, unguided by a mother's love and tenderness, she falls. The story is not a lovely one; there is nothing of the lighter side of life, but it is strong and well told. While not so long as its predecessor, "Stringtown on the Pike," it is more artistically treated, and is less sketchy than that popular and powerful novel. In one or two scenes the climax seems delayed almost too obviously, and some may feel inclined to cavil at the prominence given to the betrayal of the preacher's daughter, but this incident is the climax of the tragedy, and serves to bring out into boldest relief the fierce, rugged nature of the father, who preaches eternal damnation for those not predestined to be saved, whether the lost ones be of his own flesh and blood or not. The glimpses given of the divided feelings of the people of Northern Kentucky during the Civil War and of the constant state of unrest, and even of terror, in which the community lived, are of great historic interest.

In these two stories, "Stringtown on the Pike" and "Warwick of the Knobs," Professor Lloyd has set himself to be the historian of a bygone epoch, but one filled with warm, genuine, human interest, and he deserves, and will receive, the thanks of future generations for his vivid pictures of a people who have but only yesterday passed away.

A TEXT-BOOK OF PHARMACOLOGY. Including Therapeutics, Materia Medica, Pharmacy, Prescription-Writing, Toxicology, etc. By Torald Sollmann, M.D., Assistant Professor of Pharmacology and Materia Medica, Western Reserve University, Cleveland, Ohio. Royal octavo volume of 880 pages, fully illustrated. Philadelphia and London: W. B. Saunders & Co., 1901. Cloth, \$3.75 net.

This work aims to furnish, in a manner suited for reference and study, a scientific discussion and definite conception of the action of drugs, as well as their derivation, composition, strength and dose. The author bases the study of therapeutics on a systematic knowledge of the nature and properties of drugs, and thus brings out forcibly the intimate relation between pharmacology and practical medicine. Practitioners and students will find the work an admirable guide in that most important part of their equipment—namely, how to use drugs accurately and efficaciously. The book includes the practical subjects of materia medica, pharmacy, prescribing, incompatibility, toxicology, etc. A special chapter has been devoted to toxicologic analysis, including both the inorganic and organic poisons. Pharmaceutical assaying has likewise been given due consideration. There is also a section on laboratory experimentation, which, besides rendering the greatest aid to the student in the laboratory, will serve as a basis for class room demonstrations. The book will be of the utmost service, not alone to students and practitioners, but also to druggists and every one interested in the use of medicines.

CASPARI'S PHARMACY. A Treatise on Pharmacy for Students and Pharmacists. By Charles Caspari, Jr., Ph.D., Professor of the Theory and Practice of Pharmacy in the Maryland College of Pharmacy. New (2d) edition, revised and enlarged. In one octavo volume of 774 pages, with 801 engravings and a plate of portraits of the leaders in pharmacy during the last half of the 19th century. Cloth, \$4.25 net. Lea Brothers & Co., publishers, Philadelphia and New York, 1901.

Students, professors and practitioners of pharmacy have evidently approved of Caspari's book, and have afforded the author an opportunity which he has thoroughly utilized to revise it to the latest date. The author's experience of twenty-five years as a pharmacist and teacher has qualified him to combine with his own knowledge the results of the vast labors of investigators in America and Europe. Thus in a single comprehensive volume he presents the body of information which to-day constitutes the science and art of pharmacy in its advanced state. It is homogeneous, uniform, clear and accurate. Students can learn and teachers instruct from it with economy in time and effort. Pharmacists will find it a most useful guide in the data and operations of their calling and in the interpretation of the Pharmacopoeia.

THE MEDICINAL PLANTS OF THE PHILIPPINES. By T. H. Pardo de Tavera, Doctor en Medicina de la Facultad de Paris, Comisionado Científico de S. M. en las Islas Filipinas y Delegado General en las Mismas de la Societe Academique Indo-Chinoise de Francia, Miembro Fundador Correspondiente de la Sociedad Espanola de Higiene, etc. Translated and revised by Jerome B. Thomas, Jr., A.B., M.D., Captain and Assistant Surgeon U. S. V. Published by P. Blakiston's Son & Co., 1012 Walnut street, Philadelphia, 1901. Price, \$2.00 net.

MYCOPHAGY AND ITS LITERATURE.¹

Some five years ago an extensive interest began to be displayed in this country toward the subject of edible fungi. It is probable that a part at least of this interest was stimulated through the influence of William Hamilton Gibson's popular articles and illustrated work,² and the interest was increased by the publication of the special edition of the report of the State Botanist of New York for 1894³ with numerous colored plates of edible and poisonous fungi. It was thought that the fad would soon die out, but, instead, the mycological clubs seem to be growing larger and the interest in their gatherings does not appear to show any signs of abating. It was further hoped that this widespread interest in this neglected group of plants would stimulate some to take up a scientific study of the fleshy fungi, but while a very few have made slight contributions, the many desiring entertainment rather than severe study, have contented themselves to remain mere mycophagists instead of taking mycology too seriously. To appeal to this latter class of readers, four works have recently appeared. That they all appeal to eye and stomach as well as brain is evidenced by their profuse illustration, their chapters on how to cook the delectable mushroom, as well as by their assumption of scientific or pseudo-scientific diagnoses.

Of these books two may be quickly dismissed. The modest little work of Misses Dallas and Burgin⁴ purports mainly to give the beginner in the study of the larger fungi the results of the recent field experiences of its authors. The ponderous volume by McIlvaine,⁵ while it will doubtless prove the most useful of the entire series because of its covering a much wider range of descriptions of species than any of the others and freely quotes descriptive matter from original sources, is more or less uncertain and unreliable because one is often left in doubt where the quotations end and the less reliable remarks of the author commence. As a work intended for practical use it is a clumsy product of the bookmaker's art⁶ as wretchedly adapted to its purposes as any botanical work that the past century produced.

The other two works, however, are the ones between which the mycophagic public will be more likely to choose, for at this public it is evident that their respective authors have clearly aimed. Of the two, Professor Atkinson's work⁷ is more technical, for it is not easy for the professional botanist to lay aside the technicalities of his office in appealing to a popular audience. Yet a mixture of too technical science and recipes for cooking jars one's

sensibilities of congruity, seeming to bring the kitchen in too close proximity to the laboratory. The work is admirably illustrated with photographs in half-tone and seven colored plates. The cover ill accords with the contents and the paper used is of the glossy clay-covered form so common in our time, which serves to bring out the half-tones well, but ill comports with fine bookmaking and lessens the prospect of durability. The descriptions are very complete and accurate, giving details that were evidently drawn from long and close acquaintance with the specimens in their native haunts.

The work by Miss Marshall⁸ is a practical well-written text shorn, as far as possible, of technicalities, prepared to accompany reproductions of what are without question the finest series of fungus photographs that have been produced. These were made by J. A. Anderson, of Lambertville, N. J., and colored by his daughter, Miss H. C. Anderson. Twenty-four of these have been reproduced in color, none of which equal the superb originals, though a few, like those of *Amanita muscaria*, *Pholiota adiposa*, *Boletinus pictus*, and *Phallus*, approach them. Others like *Tricholoma personatum* and *Clavaria formosa* are too highly colored and the defective reproduction of backgrounds in some cases detracts from the good illustration of the fungus itself. The work makes no claim to be coldly scientific, but depends for its technical descriptions on those who have originally made them. As a piece of artistic bookmaking the Mushroom Book shows superior workmanship. Fine quality of paper, excellent printing, and plain but effective cover make the work attractive externally and internally, while its clear and simple text is not aimed above the heads of the audience to which it primarily appeals.

But after all that is said, for the practical purpose for which these books are intended—namely, the enlightening of unscientific people as to what are edible and what are poisonous fungi, none of the American books yet touch the standard⁹ set by the Germans at half the price, where in place of attempts to force science on unscientific minds, in place of heavy books adapted best for library tables, we have fifty-six colored plates (nearly all of which are of species as common in America as in Europe) put up in a form adapted for the pocket and for work afield, with plain descriptions of the fungi one is sure to meet with in the field and forest, and with no entanglements of rare or new species or elaborate keys and array of technicalities; for after all the mycophagist must learn edible fungi as he learns garden vegetables—by sight—and then eat them by faith!

Luminous Fungi.—Prof. D. McAlpine enumerates the species of fungus, twenty-one in all, in which luminosity (often incorrectly termed phosphorescence) has been observed. *Proc. Linnean Soc. N. S. Wales*, 25, 548, and *Phar. Jour.* Of the species, eleven belong to the genus *Pleurotus*, and five are peculiar to Australia. The luminosity is not due to the presence of phosphorescent bacteria, but to a process of combustion in the fungus itself, confined to the living tissue. It is altogether dependent on the presence of oxygen.

⁸ MARSHALL. *The Mushroom Book. A popular Guide to the Identification and Study of our commoner Fungi, with special Emphasis on the edible Varieties.* 11 x 8 x 1.25 in. Pp. xxvi + 167. Illustrated with forty-eight full-page plates, twenty-four of them in colors, and numerous text illustrations. Weight, 42 oz. Doubleday, Page & Co., New York, 1901. Price, \$3.00.

⁹ MICHAEL. *Führer für Pilzfreunde.* 8.25 x 5.5 x 0.5 in. Pp. xi + 31. With 56 colored plates with descriptive text opposite each for ready reference. Weight, 11 oz. Zwickau, 1897. Price, 6 marks (\$1.50).

¹ Prof. L. M. Underwood in *Torrey* for April.

² GIBSON. *Our edible Toadstools and Mushrooms and how to distinguish them.* 8vo. New York, 1896.

³ PECK. *Annual Report of the State Botanist for 1894.* 4to. Albany, 1897.

⁴ DALLAS & BURGIN. *Among the Mushrooms.* 7.5 x 5 x 0.875 in. Pp. xi. + 175. With 11 full-page plates, two colored, the others half-tones. Weight 15 oz. Drexel Biddle, Philadelphia. 1900. Price, \$1.50.

⁵ MCILVAINE. *One thousand American Fungi. How to select and cook the Edible; how to distinguish and avoid the Poisonous.* 11.25 x 8.25 x 3.5 in. Pp. xxxvii + 704. Illustrated with 198 "plates," of which 128 are simple text figures, thirty are full-page diagrams or half-tones and thirty-five are colored. Weight, 122.5 oz.—about that of a Winchester repeating rifle. Bowen-Merrill Co., Indianapolis. 1900. Price, \$10.00.

⁶ In quoting titles of books hitherto it has usually been sufficient to mention the superficial area of the cover. As these works ought to be such that they can be used afield, it is thought desirable to add the third dimension so that bulk may be computed, as well as the important consideration of weight.

⁷ ATKINSON. *Studies of American Fungi. Mushrooms, edible, poisonous, etc.* 10 x 6.5 x 1 in. Pp. vi + 275. Illustrated with 223 figures, 76 of them full-page plates, seven colored. Weight, 38.5 oz. Andrus & Church, Ithaca. 1900. Price, \$3.00.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

EARLY CHRISTMAS ADVERTISING.

YOUR holiday advertising should be under way by the 15th or 20th of November.

This promises to be an excellent season for holiday goods, and there is little risk in resolving to advertise heavily—the risk is in not doing it. Estimate the selling value of your holiday goods and put 3 to 5 per cent. of the amount into advertising. It is always safer to spend enough than too little. The holiday season is short. Many of the goods carried by druggists are not seasonable at any other time. It is important that they be sold, and the only way to insure selling is to tell people persistently about them. When a season is short more power is demanded in the advertising. Space, in a way, is power. If you have a large line you must use large space in your papers. If the papers don't reach all the people you are after, circular advertising must be used. If circulars are used at all, it is usually wise to make two distributions, one about three weeks before Christmas and again one week before. Sometimes a reprint from newspaper ads can be used for circular work; this is an economical method.

Those in localities where the papers cannot be used successfully must rely wholly upon circular work. Where this is done three distributions is not too many.

People read advertising at holiday time. You can't well tell them too much about your goods. Make a list of what you have, and see that each item gets mentioned.

Put greatest stress on the goods you have most of, and if you have anything new this season make it prominent—it will help to get people into the store.

Present your goods in as many and as attractive ways as possible. Classify them under the heads of gifts for men, women and children. Tell them of their beauty, their utility, their suitability. Many have the idea that a big general ad filled with lofty and extravagant phrases is all that is necessary; but the experience of successful advertisers everywhere is that plenty of detail is the essential thing. Tell the things that you are apt to tell the customer when showing the goods in the store.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to D. Loeser, Montclair, N. J.

* * *

CRITICISM AND COMMENT.

The circular letter and ads submitted by Mr. Loeser bear the impress of advertising skill. The letter is for commercial note size printed in imitation of typewriting. The present examples are good, and they sound as though there were right advertising ideas back of them. Each of the ads is a straightforward, businesslike one, and each embodies a guarantee.

The last line of the letter indicates that a systematic

and persistent campaign is followed. These few samples suggest that here is an advertiser who has been successful, and who can be depended upon to get results whenever he goes after them.

* * *

WELL DONE.

Editor Business Building.

I send you one of our circulars that is bringing some results from the theatrical profession, also a sample of one of our many ways of calling attention to soap. We are being aided each month by the valuable hints in your department, and hope to improve. Your criticism of the inclosed will be appreciated.

Boston, Mass.

Taylor L. Mills,
Manager Knight's Pharmacy.

The two samples of advertising sent are excellent. If all the advertising is up to this standard, it will be safe to predict results. Good advertising always consists of the reasons that exist for the purchase of goods, and the more clearly and forcibly these reasons are expressed, the better the ads are. No one could read these circulars without receiving a favora-

TOOTH BRUSHES

ARE A SPECIALTY OF MINE. DO YOU KNOW THAT MORE TOOTH BRUSHES ARE BOUGHT AND SOLD IN ONE OF MY STORES THAN IN ANY OTHER STORE IN NEW JERSEY?

THAT'S BECAUSE IT'S A SPECIALTY, AND BECAUSE EVERYBODY WHO BUYS A BRUSH OF LOESER, BUYS AGAIN.

"THE MONTCLAIR"

THAT'S MY OWN IMPORTATION. COSTS 30 CENTS, BUT IT IS GUARANTEED TWO MONTHS.

IF THE BRISTLES COME OUT YOU GET A NEW ONE FOR NOTHING.

LOESER,THE LEADING
DRUGGIST

MONTCLAIR, N. J.

[OVER.]

A two-page Slip.—The Prize Advertisement.

LOESER'S PHARMACIES,
MONTCLAIR, N. J.
Phones 14 and 42.

Dear Madam:

The health of your family probably is to you the foremost subject in the household economy. You select your physician for the skill he possesses to detect disease and his ability to select the proper remedy. Ought you not aid him by having the best medicines obtainable?

Not alone the medicines your physician prescribes but also the many household remedies ought to be the best.

You, therefore, are looking always for the best drugs. Now, would you look for the best—that is, new and fresh medicines—at an old-fashioned, dust covered store where the business is small and the stock lies on the shelves. The proper place to buy the best drugs is where the stock is moving and fresh drugs and medicines coming and going continually. It is in the bright, clean stores where clerks and proprietor are courteous and attentive. It is in the modern store with modern drugs, modern manners and modern prices. The modern stores where quality, right price and courtesy prevail are Loeser's. I have lots more to say about Loeser's Pharmacies, and you'll hear from me again.

Yours respectfully,

D. LOESER.

The Prize Advertisements.

ble impression of the goods and the store—that is, the mood that precedes buying.

This advertiser uses a clever catch line in reference to the location of the store:

"You don't need a map, ask anybody."

* * *

T. P. A. Kelly's Price List.

From Kelly's Pharmacy, Brooklyn, comes a four-page price list. The first and last pages are devoted to miscellaneous items; the inside pages to prices. The matter and the prices both seem right, and while the circular might have been more effectively set, it is up to the average production and should answer its purpose very well.

DRUG ADULTERATION IN MARYLAND.

The following interesting and suggestive paper bearing on the adulteration and sophistication of drugs in the State of Maryland was submitted by the chairman, Henry P. Hynson, of Baltimore, at the recent annual convention of the State Pharmaceutical Association:

COMMITTEEMEN WHO WON'T WORK.

The chairman wishes to take full responsibility for what may follow: this must be essentially his report. Effort was made to interest the other members, but without result save in the case of the one from the Eastern Shore, who did some work but did not regularly report it.

This is no unusual condition of affairs; indeed I have to plead guilty myself to such derelictions on numerous occasions. The fact that it is always the chairman of committees that does the work leads me to suggest that our committees be reduced to one member; I believe such an innovation would result in much good for the association.

It will be remembered that at the last semi-annual meeting I read a paper by Dr. Herbert Harlan regarding the effect of wood alcohol upon the sight of several of his patients, which was followed by a paper giving the results of the examination of various samples of so-called "Essence of Jamaica Ginger" by H. A. B. Dunning and myself. These papers seemed to greatly interest the members present, and I suggest that they be published in the proceedings of this association in connection with this report.

It will be remembered that the committee was instructed to direct all its attention to ascertaining how far the use of wood alcohol prevailed in galenical preparations. The difficulty in carrying out the instructions of the Association lay in the impossibility of getting samples for examination. I requested quite a number of our rural members, who do business where these suspected products are most largely sold, to send me samples, but the next one will be the first received. I had hoped they would, at least, do so much or answer my letters; such treatment and inattention are certainly discouraging.

After failing to get samples of suspected products from the country I thought it would be well to test the source of supply—the wholesaler.

METHYL ALCOHOL IN TINCTURE OF IODINE.

It also occurred to me that if wood alcohol was used at all, it would be most probably in such articles as tincture of ferric chloride and tincture of iodine. I purchased from seven different jobbing firms samples of the two tinctures. The iron product was examined as to both quality and quantity of alcohol, the iodine solution was examined as to the quality and quantity of alcohol; the quantity of iodine was also estimated. The results were as follows:

Tincture of Ferric Chloride.			Tincture of Iodine.		
No.	Quality.	Quantity.	No.	Quantity.	Iodine.
		Per ct.			Per ct.
1	Ethyl.	50	1	Ethyl.	7
2	Ethyl.	50	2	Ethyl.	7.2
3	Ethyl.	50	3	Ethyl.	6
4	Ethyl.	75	4	Ethyl.	10
5	Ethyl.	25	5	Methyl.	3.4
6	Ethyl.	75	6	Methyl.	6.5
7	Ethyl.	5			

The quantity of alcohol in each instance was determined by careful distillation and a close observation of the boiling point. When this indicated methyl alcohol its presence was confirmed by the tests cited in the paper read before the Medical and Chirurgical Faculty. The amount of iodine was quickly determined by titrating the various tinctures with normal solution of sodium thiosulphate. The presence of potassium iodide was negatived by the entire volatilization of the liquid. It was thought that potassium iodide would make possible a largely aqueous solution, but this was not found to be the case; a strong alcohol was used in all the iodine solutions.

TINCTURE OF IRON OF WEAK ALCOHOLIC STRENGTH.

From a commercial standpoint does the use of diluted alcohol in the iron tincture seem the more reprehensible? An honest dealer can in no way compete with the gentlemen of "easy" consciences. That they have a dull sense of honesty is evidenced by the fact that one supposedly reliable house labeled its Tincture of Ferric Chloride, U. S. P., when it contained but 50 per cent. of alcohol.

SUSPICION DIRECTED AGAINST SEIDLITZ POWERS AND SOL. MAGNES. CITRATE.

Since the subject of sophistication has been so much written and talked about, I thought the examinations of some other products would be profitable and interesting to the members, and as solution of magnesium citrate and seidlitz powders are so often sold within a scant margin of what it costs to produce them, I was led to examine these. Eight bottles of the magnesium solution were secured from as many different sources. One was from a wholesale house and was a product largely marketed and which is known to keep without precipitation for any length of time, something almost unheard of with the U. S. P. solution, no matter how carefully made. I had heard that both Epsom and Rochelle salts were used as substitutes and that sometimes sodium sulphate was the active ingredient.

ALL SAMPLES OF GOOD QUALITY.

The entire absence of sulphates in the samples examined precluded, of course, the possibility of either Epsom or Glauber salts. In every instance the presence of magnesium in large quantities was proven; this being so, it naturally eliminated sodium and potassium tartrate. So I was forced to conclude that none of the samples were spurious. I am not prepared, however, to say that the full amount of magnesium base was present. Had time enough been mine I intended to determine this by evaporating the solution, charring thoroughly the residue, treating it with a definite amount of standardized acid and, by titrating back, find out how much acid was required to combine with the base. This would have made my work complete.

SHORT-WEIGHT SEIDLITZ POWDERS.

The examination of seidlitz powders brought out results which, except in one instance, showed no dishonesty or evil intent, but evidenced carelessness that is very discreditable. The results of the weighings are given in the accompanying tables. It is well to remember that the contents of each blue paper should weigh 160 grains and each white paper 35 grains:

SEIDLITZ POWDERS.

Box No. 1.		Box No. 2.		Box No. 3.		Box No. 4.		Single powders.	
Blue.	White.	Blue.	White.	Blue.	White.	Blue.	White.	Blue.	White.
195	34	175	36	124	35	160	35	111	29
193	35	172	40	120	34	160	35	159	31
199	35	180	36	130	35	160	35	197	34
204	35	175	37	140	32	160	35	146	40
200	35	163	37	123	34	159	35	163	41
194	33	163	37	126	36	160	35	160	41
196	36	159	34	123	31	160	35	170	44
202	35	171	35	123	39	163	35	159	44
204	35	168	35	144	32	161	35	164	35
186	36	166	36	120	34	160	35	160	38
213	35	166	37	123	35	161	35	190	48
196	35	165	36	117	31	162	35	165	47

CARELESSNESS IN MANUFACTURE

While it may be said that these great variations do not result in any great harm and are, therefore, unimportant, I am very certain that they do harm the pharmacist and that they may harm the patient, since they will often take a strongly alkaline solution when a slightly acid one is required and expected. Certainly it does detract from the taste of the solution and makes a very disagreeable potion out of a rather pleasant and refreshing one. This carelessness also extended to the making of seidlitz mixtures; of five lots of this examined, three contained 26 per cent. of sodium bicarbonate, one 29 per cent., and another 37 per cent., making one powder with the inaccurate weighing contain 71 grains of sodium bicarbonate, instead of 40 grains, as directed.

The same disregard of care and attention pertained to the Solution of Magnesium Citrate. Few of the bottles were in a condition that would reflect credit upon the pharmacist dispensing them; only one or two effervesced at all, none had the agreeable taste peculiar to the solution when properly prepared, and in one instance the odor was very disagreeable. This was caused no doubt by the use of poor oil of lemon and poorly made syrup. With regard to the tinctures of iodine carelessness in manufacture was easily deduced, otherwise one sample would not have contained 10 per cent. of iodine—a great waste.

It is hoped that the little work done will prove to be interesting and profitable; that it will lead our brethren in the profession to the exercise of a greater degree of care, for which all will be amply repaid.

NEW YORK BOARD OF PHARMACY.

Quarterly Meeting of the State Board—Resolutions on the Death of J. C. Smith—To Discuss Proposed Amendments to the Pharmacy Law—A Committee Appointed—The Suppression of Drug Adulteration—Decisions by the Board—Judson B. Todd Chosen to Fill the Vacancy Caused by the Death of J. C. Smith.

The regular quarterly meeting of the New York State Board of Pharmacy was held at the New York College of Pharmacy, No. 115 West Sixty-eighth street, on Monday and Tuesday, October 28 and 29.

The full board was present, including President R. K. Smither, Buffalo, N. Y.; C. O. Bigelow, New York; S. Faber, New York; William Muir and A. H. Brundage, Brooklyn; G. C. Diekman, New York; C. B. Sears, Auburn; W. L. Bradt, Albany; G. M. Merritt, Newburgh; B. M. Hyde, Rochester; A. M. Palmer, Olean; G. Reimann, Buffalo; E. M. Jewell, Batavia, and W. G. Gregory, Buffalo.

President Robert K. Smither occupied the chair at the opening of the first day's session, and in his remarks preliminary to proceeding to the regular business of the Board, he spoke in feeling terms of the loss by death of J. Clitheroe Smith, of Plattsburg, the late member of the Board.

Secretary Sidney Faber read the minutes of the last meeting of the Board, held at Buffalo, June 3, 4, 6 and 7.

TO DISCUSS PROPOSED AMENDMENTS TO THE PHARMACY LAW.

Under the head of miscellaneous, a number of communications received by the secretary were brought up. One was a letter from Thomas Stoddart, president of the State Pharmaceutical Association, containing a recommendation that a committee of the State Board meet and confer with the Legislative Committees of the several local associations in New York City. He also suggested that there should also be another general meeting of the State Association Committee and the other committees on November 12. The meetings should be for the purpose of weighing the proposed legislation looking to the changing of the manner of the election of members for the Eastern Section, so that the election of Board members should be uniform throughout the State.

A COMMITTEE APPOINTED.

The next business was the appointment by President Smither of a committee of three to consider the subject of probable and desirable legislation that might be enacted during the next session of the Legislature. He named Messrs. Bigelow, Sears and Palmer, Mr. Bigelow to act as chairman, and they were instructed to report the result of their findings to the Board before the close of the sessions.

THE SUPPRESSION OF ADULTERATION.

A communication was read from Schieffelin & Co. in relation to the adulteration of the drugs, chemicals, etc., sold by general dealers. The Board was asked to assist in obtaining proper restrictive legislation. This, together with similar communications from the local houses of Chas. Pfizer & Co. and Lehn & Fink, were referred to the Committee on Adulterations.

An interesting communication was read from Denny & Field, Buffalo. It related to tincture nux vomica alleged to be under required strength. This was also turned over to the Committee on Adulterations.

SENATOR HILL RETURNS THANKS.

A reminder of the agitation that had led to the passage of the All-State Pharmacy bill came in the shape of a letter from Senator Henry W. Hill, thanking the Board for its gift in June last of a handsome gold watch in recognition of his services in legislative halls.

On recommendation that a Middle Section member take the place tentatively on all committees of the deceased member, Mr. Smith, President Smither appointed Warren L. Bradt, of Albany, to so act.

A STANDARD OF REGISTRATION.

The question of the standard to be required as a prerequisite for registration was placed in the hands of the Committee on Registration, with instructions to act on same before January 1, 1902. The report was read. It showed that 646 applicants had been examined, of whom 398 were rejected. To 215 pharmacists' licenses had been granted, and 30 had passed as druggists, about 38 per cent. of the applicants before the Board being successful.

To the Committee on Finance was referred a statement of the receipts and expenses of the State Board. Similar

reports from the Middle, Western and Eastern Sections, as such, were also referred to that committee.

President Smither next appointed a committee of three to draft suitable resolutions on the death of the late member from Plattsburg. It was moved and adopted that the resolutions be spread on the minutes and engrossed in book form, and adjournment was had until the afternoon.

QUESTIONS AS TO PROCEDURE ANSWERED.

At the afternoon session, following the reading and adoption of the minutes, Secretary Faber rose and brought up several matters of importance to the Board in the shape of questions.

The first was as to Qualification Certificates granted in New York City and Kings County. Considerable discussion followed, but it was finally unanimously decided that all certificates of qualification should be uniformly stamped on the back.

Question No. 2 was whether a certificate of registration was necessary in addition to a certificate of qualification before a person could practice pharmacy. It was decided that as far as New York City was concerned, no pharmacist could practice without the certificate of registration issued by the Board.

Should applications for pharmacists' licenses be sworn to? This was decided by the Board in the affirmative.

QUALIFICATIONS OF APPRENTICES.

What is the standard of education required for applicants as registered apprentices?

On motion of A. H. Brundage it was decided in answer to this that all applicants be required to give satisfactory evidence that they have received education equivalent to the next to the highest grade of the New York State Grammar Schools.

Fees for examination? Much discussion followed the propounding of this question, with the ultimate decision that two examinations be hereafter permitted for the one fee.

A resolution was passed to the effect that no examination for license or registration be permitted until the section to which the application has been made shall be satisfied of the accuracy and truthfulness of the statements concerning the practical experience of the applicant.

Regarding the law requiring that the actual name of the proprietor be displayed, the Board decided that the full name or the initials of the Christian name prefacing the given name should be considered all that was needed.

BOARD'S RULING ON "TEMPORARY ABSENCE."

As regards the matter of temporary absence, the following resolution was adopted:

Resolved, That in the judgment of the Board, the phrase "temporary absence" be construed so as to permit a licensed pharmacist in charge of a store to leave such store in charge of a licensed assistant or a druggist occasionally for a period not to exceed twelve hours, but that he is expected to report at the store at some time during the business hours of every day.

PERMITS UNDER THE COSTELLO LAW.

It was resolved that all permits under the Costello bill should run from January to January. In each case where a permit is applied for at a location within five miles of a registered pharmacist or drug store, the pharmacists in that district should be consulted by the secretary of the section as to the necessity for the issuance of a permit and the experience had by the applicant.

A resolution was passed not to issue more than one permit for any one village or place.

C. O. Bigelow moved that the credit of 75 per cent. attained on any three subjects should apply only to the first examination under any application. The motion was passed.

SECOND DAY'S SESSION.

At the morning session on the second day, Chairman Wm. Muir, of the Committee on Registration, reported that the committee had drawn up a new form of application for store registration. The form was submitted and will be used in 1902.

Reports of work done in the various sections by the Committees on Inspections, Violations and Prosecutions were handed in and ordered to be filed.

REPORT ON DRUG ADULTERATIONS.

W. G. Gregory, as chairman of the Committee on Adulterations, reported that 782 samples of drugs had been collected and analyzed. G. C. Diekman, of the committee, supplied

mented the report by stating that 404 samples had been collected in the Eastern Section and analyzed here.

"GROCERY" CREAM OF TARTAR.

Of these, 28 samples of cream of tartar had been purchased from grocery firms and had been found to be adulterated in every instance. Some contained absolutely no cream of tartar whatever, being merely a mixture of alum with phosphate and sulphate of calcium, while the very poorest sample purchased in a pharmacy contained 91 per cent. of cream of tartar.

This interesting report, after being read, was adopted, and President Smither suggested that the results should in some way be made public in order to call attention to the purity of drugs sold by pharmacists as compared with the kind to be obtained in other establishments.

Mr. Muir, as chairman of the special committee appointed in June to arrange for the publication of extracts from the by-laws, rules and regulations in the annual proceedings of the State Association, reported that they had completed the work, and recommended that the sum of \$150 be appropriated to pay for the cost of publication. The recommendation was adopted.

LOCAL ASSOCIATIONS TO CONSIDER NEW LEGISLATION.

On behalf of the special committee to which, at an earlier session, had been referred the matter of legislation affecting the elevation of members of the Board for the Eastern Section, Mr. Bigelow, at the afternoon session, made a report recommending that the matter be left entirely in the hands of the local associations in conjunction with the Legislative Committee of the State Association.

Dr. Gregory, in his report of the Committee on Adulterations and Substitutions, held that it was inadvisable at the present time to extend the jurisdiction of the Board over the sale of articles in the accepted list by general dealers.

On motion of Dr. Brundage it was decided that in future examinations in toxicology and posology should include chemical recognition of common poisonous substances.

JUDSON B. TODD APPOINTED TO SUCCEED THE LATE J. C. SMITH.

President Smither then appointed Judson B. Todd, of Ithaca, N. Y., to fill the vacancy on the Board caused by the death of J. Clitheroe Smith, of Plattsburg. In doing so he took occasion to speak in glowing terms of the efficiency Mr. Todd had displayed as secretary of the State Pharmaceutical Association, and to the active interest he had always taken in matters pertaining to pharmaceutical legislation, as well as to everything tending to elevate the standard of the profession.

After naming Monday, January 6, 1902, at the Ten Eyck Hotel, Albany, as the date and place of the next meeting, the Board adjourned.

AGAINST THE WORCESTER PLAN.

Text of the Decision in the Case of Garst vs. Hall & Lyon.

The decision of Judge Knowlton in the case of Garst vs. Hall & Lyon, which was the subject of a news item and editorial comment in the *AMERICAN DRUGGIST* for October 28, has attracted widespread attention. Its text in full follows:

This case is reserved on the bill, demurrer, answer and agreed facts, the defendant's rights under the demurrer not being waived.

The plaintiff is the owner and manufacturer of a proprietary medicine known as Phenyo-Caffein, which is made from a secret formula. His trade mark for said medicine is registered in the patent office of the United States and in the office of the Secretary of the Commonwealth of Massachusetts. The defendant corporation is a retail dealer in drugs and medicines. The plaintiff sells all Phenyo-Caffein subject to the conditions of a contract in which each purchaser agrees that he will not sell nor allow any one in his employ to sell it for prices less than those specified in the agreement for the different sizes of boxes, and promises to pay the plaintiff an agreed sum as damages if he violates this contract. The plaintiff also agrees, as a part of this contract, that in case the vendee at any time desires to discontinue the sale of this medicine and notifies the plaintiff in writing of that fact, he will buy of the vendee any of the medicine which he has on hand at the net cost price at which it was sold to him. Besides these facts, the plaintiff's bill avers that the defendant, with full knowledge of the conditions under which the medicine is sold by the plaintiff, has fraudulently obtained large quantities thereof with the intention of retailing it in violation of these conditions and against

the right of the plaintiff. The defendant demurs for want of equity and for other causes.

It is not averred that the defendant ever made any contract or agreement with the plaintiff, or had any dealings with him. No fraudulent act or conduct of the defendant in obtaining the medicine is set out, although the word "fraudulently" is used in characterizing his acts. This word adds nothing to the averments of fact in this bill. The statement of the alleged fraud is too general to be the foundation of a decree. *Nichols vs. Rogers*, 139, Mass., 148. *Nye vs. Storer*, 163 Mass., 53. The averments of the bill in this particular would be entirely satisfied by showing a purchase of the medicine by the defendant from a person who bought it of a purchaser from the vendee. The agreed statement of fact shows that the defendant obtained it in this way: The defendant did not buy the medicine of the firm of wholesalers who received it from the plaintiff and who agreed to sell it subject to the above conditions, but bought it of a person who bought it either from this firm or from a purchaser from this firm.

The transaction between the plaintiff and his vendee set out in the bill plainly are sales which pass the title to the property.

CONTRACT DOES NOT FOLLOW THE GOODS.

It is equally, or perhaps more plain that the contract contemplated sales by retailers which shall pass an absolute title to the property. The purchaser from a purchaser has an absolute right to dispose of the property. He may consume it or sell it to another. The plaintiff has contracts from his vendee in regard to the prices at which they will sell if they sell at all. If they sell in violation of their contracts with the plaintiff he has a remedy against them to recover his damages. *Garst vs. Harris*, 177 Mass., 72. This right is founded on the personal contract alone, and it can be enforced only against the contracting party. To say that this contract is attached to the property and follows it through successive sales which severally pass title is a very different proposition. We know of no authority nor of any sound principle which will justify us in so holding.

The plaintiff's trade mark does not give him the right of a patentee in property manufactured under a patent. His trade mark is to secure him and the public from deception and fraud, as to the origin and source of these goods and of similar goods sold in the market.

The law of copyright also gives privileges to authors and publishers that do not obtain to property which anybody may make and sell if he can; but even under the law of copyright, when the owner of a copyright and of a particular copy of a book to which it pertains has parted with all his title to the book, and has conferred an absolute title to it upon a purchaser, he cannot restrict the right of alienation, which is one of the incidents of ownership in personal property. *Harrison vs. Maynard*, 61 Fed. Rep., 639. See also *Clemens vs. Estes*, 22 Fed. Rep., 899; *Meyer vs. Estes*, 164 Mass., 457; *L. E. Waterman Co. vs. Waterman*, 27 App. Div., 133.

In the present case there was not only no contract between the plaintiff and the defendant, as in *Fowle vs. Park*, 131 U. S., 88, but there is no averment or proof that the defendant fraudulently induced or procured the breach of a contract between the plaintiff and any of his vendees, to the detriment of the plaintiff, as did the defendant in *Exchange Telegraph Co. vs. Central News 2* (1897) Ch. D., 48, and in *Standard American Publishing Co. vs. Methodist Book Concern*, 33 App. Div., 409. Bill dismissed.

Druggists Exempt from U. S. Internal Revenue Tax.

Druggists who keep on hand alcoholic liquors and wines for use in the preparation of medicines are not required to pay the special tax as a liquor dealer under the internal revenue laws of the United States. This is decided in a recent ruling of the Commissioner of Internal Revenue, the ruling being in full as follows:

By the provisions of Section 3246, Revised Statutes, a druggist is permitted to keep spirits and wines, and use them, in combination with drugs, in the preparation of medicines that are not beverages, and to sell such medicines without paying special tax as a liquor dealer under the internal revenue laws of the United States. But under the uniform rulings of this office, and the decisions of the United States courts, he cannot, without subjecting himself to this special tax, sell spirits or wines that are not combined with drugs or materials of any kind taking these liquors out of the class of beverages, even when he sells the liquors on a physician's prescription and for medicinal use only.

Besides the medicinal compounds, which a druggist is authorized to sell without paying special tax as a liquor dealer, although they contain alcoholic liquors, there are other compounds containing spirits which, while they are not medicines, are non-potable articles that do not come under the head of "distilled spirits, wines or malt liquors." In contemplation of the internal revenue laws, and which therefore he is entitled to sell without paying special tax—4, e., toilet articles, such as cologne and bay rum; ether with alcohol, for use in photography; benzine or ether with alcohol, for cleaning purposes; castor oil and

alcohol, for toilet use; Florida water, violet water, etc., toilet articles made from alcohol; camphor and alcohol; alcohol and ammonia and whiting, a cleaning preparation; alcohol and shellac, for painters, etc.

Malt extracts, which are compounds of malt liquor and drugs, and which are manufactured for use as remedies for disease and not as beverages (as shown by labels on the bottles), are medicinal compounds; and druggists and merchants who sell them in good faith for medicinal use only are not to be called on to pay special tax as dealers in malt liquors on account of such sales.

As to the compounds called "bitters," "tonics," and the like, the rule is that if they are composed of spirits in combination with drugs, herbs, roots, etc., and are held out as remedies for diseases stated in labels on the bottles, they are to be regarded as medicines until the facts ascertained as to the purposes for which they are usually sold or used show them to be beverages; and until such facts are obtained druggists and merchants who sell these compounds in good faith as medicines only are not to be called on to pay special tax as liquor dealers on account of such sales.

Every person who sells these compounds as beverages, either by the bottle or by the drink, or sells them knowingly to those who buy them for use as beverages, involves himself in liability to criminal prosecution under the internal revenue laws of the United States, unless he holds a special tax stamp as a liquor dealer (or malt liquor dealer, as the case may be) covering such sales.

The fact that a compound may be used as a medicine, and may be so intended by the person taking it, does not relieve the seller from the liability of a retail liquor dealer (or retail malt liquor dealer), if the compound is intoxicating, and is not sold as a medicine.

It should be understood that the above ruling applies only to the United States Internal Revenue Tax, and it is not intended to conflict with the various State laws governing the sale of alcohol and liquors.

The Co-operative Movement.

Following the announcement of the formation in New York City of a pharmacists' co-operative manufacturing company, we have reports from various sections of the country indicating the spread of the co-operative idea. We note the formation of new companies, as follows:

THE LOS ANGELES DRUGGISTS' COMBINE.

A unique organization has been formed by the combination of six drug stores of Los Angeles, Cal. There are over 70 retail drug stores in the city, so the combination of six does not much resemble a trust. Articles of incorporation have been filed for the combination, which is called the Sun Drug Company. The drug stores included are those of Wolf & Chilson, C. Laux, Ellington Drug Company, J. H. Trout, Frank Owens and Frank N. Drake. The ten directors of the new concern have subscribed to \$104,901 of the capital stock, which has been fixed at \$250,000. The names of the incorporators and the amounts subscribed by each are as follows: C. Laux, \$25,000; F. C. Wolf, \$20,000; H. G. Chilson, \$20,000; Mrs. E. P. Trout, \$15,000; A. W. Ellington, \$12,000; Frank D. Owen, \$5,000; M. G. Kshman, \$4,000; Frank N. Drake, \$3,700; J. H. Trout, \$100; Charles F. Dollinger, \$100, and Curtis D. Wilbur, \$1. All of the incorporators, with the exception of Mrs. Trout, are directors, each one holding as many shares in the incorporation as he has subscribed dollars.

Those interested in the new corporation anticipate that it will be able to affect great economy by buying in large quantities, and in the general administration of the business. It is also proposed to maintain a central laboratory for the manufacture of stock preparations and the several proprietaries which each firm has heretofore manufactured.

C. Laux has been elected president, and F. C. Wolf is to be manager for the first year.

THE CHARLESTON DRUG CO.

Under the title of the Charleston Drug Manufacturing Co., the city of Charleston, S. C., is to have another wholesale drug store. The new enterprise will have a capital stock of \$80,000, which will later be increased to \$100,000. The stock will be divided into common and 6 per cent. preferred stock, both of them secured. The moving spirit in the new undertaking is Walter Pringle, of the well-known firm of Pringle Brothers. With him are associated in the organization of the company some of the ablest drug men who were connected with the establishment of the late Dr. Herman Baer, and to these have been added others from various parts of the State. A charter is to be applied for at once.

CHANGES IN THE PITTSBURG COMBINE.

P. C. Schilling, president and general manager of the P. C. Schilling Company, druggists, Pittsburg, has resigned both offices and sold his interests to the stockholders. In the near future he will operate independently.

R. J. McCready, of Allegheny, has been elected temporary president and manager, and will hold office until the next regular meeting.

About ten years ago Mr. Schilling conducted a drug store at No. 2801 Penn avenue, and formed the idea of forming a corporation by buying up a number of the best established

rival concerns. He was enabled to do this by the aid of a number of silent partners and at the present time there are 18 stores belonging to the corporation. They are valued at \$200,000 and many, for obvious reasons, are still operated under the name of the original owner. As the company is incorporated, it will continue to be known as the Schilling Drug Company.

Obituary.

B. B. Owens, druggist, of Winston, N. C., died recently in that city. He was 42 years old.

George N. Williams, druggist, of Summit, N. J., died recently in that city. He was 34 years old.

J. Edwin Ringgold, one of the oldest druggists in Baltimore, died at his home in that city on November 4, aged 76 years.

M. Mercier, a well-known Carrollton, La., druggist, was accidentally killed by a trolley car on October 27. He was 45 years old.

James F. Warfield, the popular head of the wholesale drug firm of Ironton, Ohio, known as the Ball-Warfield Company, died suddenly last week.

Alexander Cochran, proprietor of a drug store at 237 West Thirty-eighth street, died at the Hudson Street Hospital from blood poisoning November 5. He was thirty-eight years old.

Albert A. Laing, who for the past 15 years has conducted a pharmacy at Cambridge, Mass., died suddenly on November 1. Mr. Laing was born at St. John, N. B., and was 42 years old. A widow and one son survive him.

Otto Heineman, the veteran druggist, whose store at Linn and Laurel streets, Cincinnati, was one of the best known in that city, died November 1, after a brief illness. The deceased was sixty-eight years of age and known by nearly everybody in the city.

August A. Movius, the wealthy retired drug importer, formerly of J. Movius' Son, New York, died on November 5 at his home in that city. Mr. Movius was 41 years old and a son of Joseph Movius, founder of the firm of Lautz & Movius, which later became J. Movius' Son. The firm was the exclusive American agent of antipyrine and it was by the sale of this drug the elder Movius became very wealthy. He retired from business in 1892. The son continued to direct the firm until his health broke down, when the firm was dissolved.

Joseph M. Shapira, a dealer in patent medicines, was found dead in his room at 115 Clark street, Chicago, on October 27, under circumstances that pointed to suicide. The appearance of the body led to the belief that he had taken carbolic acid, but there was no bottle to be found in the room. Shapira had been ill for several days, and had been heard to say that he was "not long for this world." A will and one cent were found on the mantel. He directed that all his personal belongings should be turned over to two sisters living at Madisonville, Texas.

Prof. Louis W. Sauer, an eminent druggist, of Central avenue and Baysville streets, Cincinnati, O., died on October 30. Professor Sauer was born in Cincinnati in 1862, and was educated in the public schools, after which he attended the Cincinnati College of Pharmacy. Until forced to give up work on account of failing health, a few months ago, Mr. Sauer was a member of the faculty of both the Cincinnati College of Pharmacy and the Cincinnati College of Medicine and Surgery. At the time of his death he was a trustee of the Pharmaceutical Association, a member of Lafayette Lodge, F. and A. M., and a number of other secret societies and benevolent and social organizations.

New York Pharmacy Inspector Arrested on Charge of Extortion.

Thomas Lorenz, an inspector of the New York State Board of Pharmacy, assigned to duty in Brooklyn, was arrested in the pharmacy of Jacob Cipes, 73 Belmont avenue, on Friday, November 8, on a charge of accepting money as a consideration for overlooking a contemplated minor violation of the pharmacy law. Lorenz accepted a \$10 bill, which was marked and found on his person after the arrest was made. Clarence O. Bigelow, chairman of the Eastern Section of the Board of Pharmacy, declined to give the name of the inspector, or any information regarding the circumstances of the arrest, other than an admission that he was aware of the fact, and referred the reporter of the AMERICAN DRUGGIST to Sydney Faber, the secretary of the Board, who, he said, was the prosecuting officer.

GREATER NEW YORK.

A new pharmacy has been opened at Thirty-eighth street and Ninth avenue by F. T. Bache.

A new drug store has been opened by S. H. Kunstlich at No. 48 Monroe street, Passaic, N. J.

The monthly meeting of the Deutscher Apotheker Verein was held last Friday evening, Nov. 8.

F. F. Mykrantz, formerly of this city, has purchased the pharmacy of Fred. W. Herbst, at Columbus, O.

J. W. Morrisson, of Morrisson, Plummer & Co., Chicago, was a recent visitor to the New York drug market.

J. D. Titworth, manager of the downtown office of Merck & Co., has been confined to his home by a severe cold.

A lady visitor in town recently was Mrs. W. K. West, who owns several drug stores in Toledo, O. She was on a buying trip.

A former salesman for Seabury & Johnson, A. F. Oxley, has started in the drug business for himself at Southington, Conn.

Lloyd & Terry, druggists, at Atlantic and New York avenues, Brooklyn, have been succeeded there by Adatte & McMaster.

The Board of Pharmacy Institute, at 119 East 128th street, report an increase in attendance at fall term and generally prosperous outlook.

A new pharmacy has been opened at Sixty-third street and Third avenue by T. A. Klebs, who was once in business for himself in Birmingham, Ala.

John A. Halpern, who used to conduct a drug store on Third avenue, near 130th street, has opened a new store at Amsterdam avenue and 121st street.

P. W. Link & Co., pharmacists, of Babylon, L. I., have disposed of their business to E. C. Reiss, who formerly conducted a store in the Borough of Manhattan.

S. J. Betts, of No. 2709 Boulevard, Jersey City, has disposed of his drug store at that address to Robert D. Smith, who was formerly in business in this city.

D. A. Casella, the druggist, of No. 507 Pearl street, ran on the Fusion ticket for Alderman in his district, but the "Second" is hopelessly Tammany's and he lost.

University Medical Hall is the style of a new pharmacy which has just been opened on Amsterdam avenue, opposite the Columbia University, by W. E. Dreyfus, A.B., Ph.D.

C. E. Carritte, formerly with the Linton Pharmacy Co., of Seventeenth street and Fourth avenue, will open a new drug store this week at Third avenue and Twenty-eighth street.

A new drug store will be opened soon at Lexington avenue and 107th street by Isador Wilson, who was formerly in business with his brother, James Wilson, 215 Columbus avenue.

Edward Burian, formerly connected with the Roche Drug Co., Manhattan, has purchased the pharmacy at Fifty-ninth street and Fifth avenue, Brooklyn, formerly conducted by P. G. Wolff.

One of the happiest men over the outcome of the municipal election in Greater New York is George J. Seabury, of Seabury & Johnson, who is reported to have won \$52,000 in election bets.

Quite a number of bowlers have admired the cup won by the Seabury & Johnson team of the Wholesale Drug Trade Bowlers' Association during its exhibit at Reid's Alleys, in Church street.

The pharmacy at 117th street and Seventh avenue, formerly conducted by P. J. Toye, has passed under the control of A. H. Missildine, who is now the owner of a pharmacy at No. 77 Lenox avenue.

Albert L. Dalrymple, of the drug firm of Dalrymple & Warner, Albany, N. Y., died on October 12, of fatty degeneration of the heart. He was 43 years old, 6 feet in height and weighed about 256 pounds.

An Eighth avenue drug store has an inside display which attracts considerable attention, in the way of notions and bottled household remedies (in small bottles), with sign, "All articles on this counter 10c."

Hiscox & Sons, manufacturing chemists, of Long Island City, will remove their plant to Patchogue in the spring.

They have rented three buildings on East Academy street, adjoining the railroad tracks.

M. Monteser, who was at one time connected with William Wilson in the management of the Wilson pharmacy, at Broadway and Thirty-fourth street, has purchased Gebhard's pharmacy, at Fifty-seventh street and First avenue.

F. O. Buell, formerly with Wilbur F. Rawlins, of 135th street and Eighth avenue, and lately of J. A. Hetherington's staff, at Forty-second street and Vanderbilt avenue, has taken the management of a drug store at Rondout, N. Y.

Frederick T. Gordon, pharmacist, U. S. N., widely known as a contributor to the pharmaceutical press, and corresponding secretary of the Philadelphia Association of Retail Druggists, was in the city last week and visited the A. D. office.

The Alpine Mfg. Co., manufacturers of druggists' specialties, at 79 East 130th street, report a fairly good fall, notwithstanding the mild, pleasant weather, which is a fair indication that retail trade might be much worse than it is.

The tale of druggists who have been successful candidates for political offices grows apace. The latest returns show that Fred Weissman, a well-known druggist of Union Hill, N. J., has been elected to the Assembly of that State on the Democratic ticket.

The Gould Witch Hazel Co., recently incorporated, has taken over the witch hazel extract business of the Gould Bros. S. W. Gould is president, J. F. Toussaint, secretary and treasurer, and headquarters are in this city. Capital has been placed at \$275,000.

The Garfield Tea Co., of Brooklyn, has been incorporated, and the papers have been filed with the Secretary of State at Albany. The capital stock is placed at \$50,000, and the directors for the first year are Dr. Ernest Densmore, Dr. Helen Densmore and Charles B. Painter, of Brooklyn.

S. J. Weidenhamer has opened a new drug store at De Kalb and Evergreen avenues, Brooklyn. Mr. Weidenhamer is a graduate of the New York College of Pharmacy, has acted as clerk for E. Theall, No. 135 Sands street, Brooklyn, and was formerly in business on Jersey City Heights.

Purchases for the winter trade were made by James F. Ballard, of Ballard's Snow Liniment Co., St. Louis, during his recent visit to the metropolis. He was enthusiastic over prospects for the trade, but a little doubtful, in view of the success of the tripartite agreement, of the Worcester plan in his city.

Among the Philadelphia druggists who journeyed to New York last week to witness the football game between the teams of the University of Pennsylvania and Columbia University was Wm. L. Cliffe, the president of the State Pharmaceutical Association. The result of the game was a disappointment to Mr. Cliffe.

Through the leniency of Andrew E. Hegeman, druggist, of Cropsey avenue and Bay Seventeenth street, Bath Beach, 13-year old Albert Rosenthal, of Bensonhurst, was saved from a reformatory recently. The lad had stolen Mr. Hegeman's \$75 bicycle. His father pleaded hard for him and the druggist withdrew the complaint.

Wm. M. Warren, general manager of the Detroit main establishment of Parke, Davis & Co., was recently in town visiting the local office. Another Detroit man there was W. H. Holden, superintendent of the laboratories, who stopped in after spending his vacation up in New England. Col. E. W. Fitch was, as usual, inimitable in his role of host.

One of the upper Madison avenue drug stores bears this legend outside: "Physicians are cordially invited to inspect and test the purity of our drugs." Whether or not any of the local physicians accept the invitation, the sign certainly impresses the public in these days of trade competition and consequent substitution of inferior goods by mercenary dealers.

The pharmacists of New York State appear to be taking a more active interest in politics, and we have to record the election of several worthy representatives of the trade to high official positions, among others Charles H. Gaus, one of the leading druggists of Albany, who has been elected Mayor on the Republican ticket. Mr. Gaus is a member of the State Pharmaceutical Association and of the American Pharmaceutical Association.

The following are the officers of the recently organized Drug Clerks' Circle: President, Max Kahn; vice-president, Edward Simon; second vice-president, Isaac Leaf; recording

secretary, Morris D. Wallach; financial secretary, Wm. Mindlin; corresponding secretary, Benjamin Halprin; treasurer, L. B. Epstein; sergeant-at-arms, S. A. Glicksberg; editor, Benjamin Halprin, and associate editor, Nathaniel Gillman. Drug clerks are invited to join.

The scores of the teams in the bowling tournament for the week ending November 2 were as follows: First game, Roessler & Hasslacher, 651; General Chemical Co., 730. Second game, Dodge & Olcott, 825; Roessler & Hasslacher, 824. Third game, Dodge & Olcott, 815; General Chemical Co., 718. Fourth game, Parke, Davis & Co., 715; National Lead Co., 759. Fifth game, Parke, Davis & Co., 765; Seabury & Johnson, 751. Sixth game, Seabury & Johnson, 727; National Lead Co., 735.

The facilities for display at one of the Harlem stores are enlarged by having show cases set under each of the front windows, leaving the view of the window displays proper unobstructed, but thus nearly doubled in space. Inside the store, running lengthwise of the middle of the floor, there are two long roll top show cases, with glass panels, this increasing by half the show case accommodations, especially for sundries, and still leaving ample room for customers and clerks.

Max Zeller, wholesale dealer and jobber in drugs, at No. 37 Bowery, this city, has made an assignment to August Stumpp without preference. He has been in business since April, 1889. Mr. Zeller, when he bought the business, paid \$40,000 for it, which proved to be too high. The liabilities are about \$75,000, of which \$30,000 is for merchandise and \$45,000 borrowed money from relatives and others. The assets are probably \$50,000, consisting of stock, \$25,000, and good accounts, \$25,000.

Not the least of the speakers of proverbs and wise sayings is George Oberdorfer, of 128th street and Eighth avenue. Here is one of them: "Druggists are very peculiar people. It is not how much they can make, but how little." The repertorial scribe did not catch on, so Mr. Oberdorfer explained that while druggists were working days, nights and Sundays looking after 5-cent business, other lines of trade would meet together and plan for hundred-dollar trades, or larger. Long live George!

Recent visitors to the city included P. G. Ott, Bangor, Pa.; H. Saxol, Kansas City, Mo.; Wm. Olney, of Olney & McDaid, Clinton, Iowa; Thomas Bahnen, of Bahnen & Hertz, wholesalers, Rock Island, Ill.; F. B. Hanna, of F. B. Hanna & Sons, Dennison, Texas; Jackson Butler, of Butler Bros., Topeka, Kan.; J. A. Harris, Wayne, Pa.; E. W. Thompson, of E. W. Thompson & Co., New Britain, Conn.; O. Schlosser, of Schlosser Bros., Louisville, Ky.; H. Scott, of Church & Scott, Cooperstown, N. Y.; R. L. Corbin, Ellenville, N. Y.; Wm. J. Hall, Cincinnati, O.; George W. Bellows, Andrew's Falls, Vt.; E. C. De Witt, Chicago.

The New York Section of the American Chemical Society met on Nov. 1 at the Chemists' Club, No. 108 West Fifty-fifth street. The following papers were read: Edmund H. Miller, "On the Composition of the Ferrocyanides of Cadmium;" Marston Taylor Bogert and David C. Eccles, "On the Production of the Imides of Succinic and Glutaric Acids by the Partial Hydration of the Corresponding Nitriles;" W. G. Lindsay, "On a Colorimetric Method for the Estimation of Sulphur in Pig Iron;" Thomas F. Hildreth, "On the Determination of Manganese in Spiegel;" John A. Mathews and William Campbell, "The Alloys of Aluminium," with introductory remarks upon the constitution of binary alloys (illustrated).

ALDERMAN J. L. GOLDWATER, PH.G.

John L. Goldwater, the well-known druggist of the Bronx, has just been elected Alderman on the Fusion ticket by a comfortable majority. Mr. Goldwater has been associated in the drug business in the Bronx with his brother, Dr. A. L. Goldwater, for the last ten years, and for the last three years has been manager of Goldwater's drug stores, which are now incorporated, and of which he is a prominent stockholder. Although Mr. Goldwater is not yet 27 years of age, he has been prominent for some years in fraternal, political and pharmaceutical circles. His popularity as a member of many social organizations is evidenced by the fact that he ran away ahead of his ticket.

Mr. Goldwater is a member of the Executive and Legislative Committees of the Greater New York Pharmaceutical Society, which has a strong membership in the Bronx, and its members worked hard for his election. Mr. Goldwater wishes to champion the cause of the drug trade particularly

in local legislation, and he will try to limit unfair department store competition, if it can be done by municipal ordinance.

WESTERN NEW YORK.

Interesting Botanical Discoveries at the Pan-American Exposition — State of Trade in Buffalo—Moving for Harmony of Action in Legislative Matters—Buffalo Druggists' Bowling Club—The Appointment of Mr. Todd to the State Board of Pharmacy.

(From our Regular Correspondent.)

Buffalo, November 7.—A notable discovery was made in the Honduras exhibit at the Pan-American Exposition just before it closed. Dr. Henry H. Rusby, honorary curator of the New York Botanical Gardens, in looking over the exhibits in the agricultural collection in the Honduras Building, searching for botanical specimens for his museum, found over 300 specimens of drug plants, many of which are as yet unknown to science. They consist of dried roots and are largely unidentified, as the labels that were placed on them when shipped have mostly got off and are hopelessly mixed together. Still the doctor's skill and experience were sufficient to enable him to recognize the value of the roots, many of which he states will be of much commercial value, if they can be procured readily. He is anxious to obtain in each case the entire plant, stem, leaf and flower, as well as root, as they may add materially to the value of each species. He will make an effort at once to get up an expedition to Honduras in order to procure these plants in their entirety, and hopes to interest the Government of Honduras also in the matter. As both countries ought to be benefited by the undertaking it ought not to be hard to do this. So far it appears that no detailed list of the plants or their properties has been made.

BUSINESS ON THE WANE.

There is, of course, a decided falling off in the sales at the drug counters of Buffalo for two good reasons. The fair is over, and the special buyer is gone. There was an unexpectedly good custom from that direction. Then the weather of late has been sour and disagreeable, which has also had its effect. Stores with a fine night trade find that to have fallen off very materially. There is plenty of trade of an encouraging sort left, however, and the druggists are feeling decidedly well pleased over the outlook. The cut-price problem is not worrying any one these days. Everybody is certain that the work in the suppression of the evil has done an immense amount of good, and if there is no further outbreak the entire business will hereafter be on a much better footing.

FOR HARMONY OF ACTION IN LEGISLATIVE MATTERS.

President Stoddart, of the State Pharmaceutical Association, has called together the Legislative Committee of that body for a general meeting with the other legislative bodies of Greater New York at the New York College of Pharmacy on November 12. The idea is to get into some regular form the collective idea of the public, and especially the drug interests, so that when the Legislature meets there will be none of the former tendency to stand apart on this measure or that, or to spring on our law makers this or that measure that has never been heard from by those most interested. This will facilitate business, and enable the druggists to act as a unit in all cases.

BUFFALO DRUGGISTS' BOWLING CLUB.

The Buffalo drug bowlers are awake to the fact that the season is open again, and have organized for the winter, with P. M. Locke, president, and Eli Randall, secretary and treasurer. The alleys have not been selected yet. The club will not affiliate with the other clubs of the city, but will be open for matches with other druggists' clubs about the country. Word comes from Cleveland that the club there will be in Buffalo for a match at the convenience of the Buffalo club. Buffalo has always come out best in these neighborhood matches, but is willing to try the case over with any challengers.

BRANCHES OF THE N. A. R. D.

Branches of the National Association of Retail Druggists have recently been organized at Watkins, N. Y., and at Syracuse, N. Y., the latter with the following officers: President, John M. Thompson; vice-president, Francis Van Duzer; secretary and treasurer, N. C. Crofut.

Another branch was established on October 28 at Rochester, N. Y. Officers were elected as follows: President, Wilson W. Quackenbush; vice-president, W. H. Hillard, Dundee; secretary and treasurer, E. E. Lewis.

HEARD AROUND TOWN.

William Coulson, the well-known Buffalo druggist, has associated with him in the business his son, Harry C. Coulson, formerly in the same business in Chicago, under the firm name of William Coulson & Son.

Mr. Davenport, formerly associated with the pharmacy of John Hogan, of Saranac, N. Y., has purchased the establishment of Eugene De La Mater, at Utica, N. Y., and will hereafter run it as a first-class pharmacy.

Howard E. Gould and James W. Kinney have purchased the pharmacy of T. R. Anderson, at Port Jervis. Mr. Gould, who is the proprietor of a drug store at Germantown, graduated from the New York College of Pharmacy.

C. W. Tuerke, of Buffalo, has sold his Forest avenue drug store to F. L. Crandall, who has formerly given most of his time to the manufacture of Harries' headache cure. He will probably take this specialty with him into the new purchase.

The opening of the Buffalo College of Pharmacy on the 8th was auspicious, a large entering class being present. The University of Buffalo, of which this college is a department, is covering itself with any amount of mud and glory in the football arena, having already sent Columbia and Lehigh home without any score.

John Tilma, so long ranked among the incorrigible bachelors of the Buffalo drug trade, has joined the ranks of the Benedicts. The fortunate young lady was Miss Sarah Dykstra, one of the most estimable of her sex in the city. To add to the romantic interest in the match it should be said that the two were schoolmates among the dykes and windmills of Holland.

The appointment by President Smither, of Judson B. Todd, of Ithaca, to the vacancy in the Albany or Middle Section branch of the State Board of Pharmacy, caused by the death of J. Clitheroe Smith, of Plattsburg, has given general satisfaction. Mr. Todd is popular throughout the State, and letters and telegrams of congratulation have fairly showered upon him since he received the appointment. It is generally recognized that he will be a valuable acquisition to the Board.

The first annual meeting of the Livingston County Retail Druggists' Association was held at Geneseo on October 4. This association is a newly organized branch of the National Association of Retail Druggists, and was organized by E. C. Bottume. The following were elected officers of the association for the ensuing year: President, Arthur H. Rogers, of Geneseo; vice-president, Charles Vith, of Dansville; secretary, Charles Perhamus, of Caledonia; treasurer, Dr. Bronson, of Livonia.

Talcott, Frisbie & Co. Dissolve Partnership.

The partnership heretofore existing between Edward C. Frisbie and Charles H. Talcott, under the name of Talcott, Frisbie & Co., of Hartford, Conn., has been dissolved by mutual consent. Charles H. Talcott has purchased Mr. Frisbie's interest in the firm, and will continue the business under the name of C. H. Talcott & Co. Mr. Frisbie, who is widely known among druggists, both wholesale and retail, as the former president of the National Wholesale Druggists' Association, has not yet decided what his future business will be. It is his intention to take a well earned rest before determining upon any new venture.

Successful Candidates for Registration in New Jersey.

Following are the names of the successful candidates at the October meeting of the New Jersey Board of Pharmacy:

Registered Pharmacists—Brokaw, William Jacob, Long Branch; Corson, Willets, Cape May Court House; Dehne, Charles Otto, Union Hill; Eckels, Paul, Camden; Giray, Anton, Jersey City; Heineman, Albert, Newark; Hodel, Henry, Jr., Newark; Himadi, David A., Lodi; Hagyn, Louis C., Newark; Jackson, Robert, Jr., Trenton; Lightcap, William Edward, Burlington; Neal, Fred. Russel, Millville; Priest, Daniel S., Princeton; Pringle, John Crawford, Newark; Pimienta, Alfredo, New York City; Pignol, Charles R., Dumont; Riege-luth, Edward L., Woodbridge; Rose, William Henry, Newark; Schumann, John G., Newark; Terwilliger, Harry J., Lakewood.

Registered Assistants—Cadell, Richard Frank, Perth Amboy; Rogers, T. Carroll, Chester, Pa.

The books of the board will be opened for the triennial registration of pharmacists on January 1, 1902. The next meeting for the examination of candidates for registration will be held in Trenton on January 15 and 17, 1902.

MASSACHUSETTS.

The Supreme Court Decision in the Garst Case—Results of the Board of Pharmacy Examinations—The Boston Druggists' Association—News Notes Around the Hub.

(From our Regular Correspondent.)

Boston, November 7.—The Supreme Court decision in the case of Garst vs. Hall & Lyon Co., of Worcester, Mass., which has attracted widespread attention, is published in full in another column, and is commented on editorially.

THE BOARD OF PHARMACY

held several examinations during September and October, the following candidates being successful: Hermon G. Spaulding, East Weymouth; John T. Murphy, Ph.G., Jamaica Plain; Frank E. C. Carter, Lawrence; Elmer E. Langley, South Boston; Frank J. McGarry, Boston; Clifford P. Thompson, Springfield; Sumner W. Williams, Lowell; John H. Edgerly, Haverhill; Ernest E. Cote, Fall River; Manuel P. Perry, West Roxbury, and Herbert S. Dennison, Boston.

SIXTH-CLASS LICENSES DISCUSSED.

The October meeting of the Boston Druggists' Association was held at Young's Hotel on the 29th inst. George E. Hodges, of Mansfield, and Henry A. Estabrook, of Fitchburg, became members. The sixth-class license issue as applied to the Hub and as outlined in the last issue was fully discussed, Messrs. Hubbard, Davidson, Canning, Nixon, Wheeler, Orne, Marshall, Bartlett, Cobb, Keyes, Flynn, Ingraham and Nott taking part. No decided action was taken, but the members desired the law as applied to druggists to be fully enforced, and there seemed enough law at present to cover the point at issue. It was thought that some druggists were lax in the matter of registering sales and cancellation of certificates, and that more care should be used by these delinquents in complying with the legal requirements.

MONUMENT TO THE LATE PROF. MARKOE.

The many friends of the late Prof. George F. H. Markoe who were associated in the pharmaceutical profession with him are arranging to place a stone on his grave in Mt. Auburn Cemetery.

The bronze tablet is being cast and will be properly inscribed. It will probably be set into the stone. Mr. Markoe was at the time of his death, September 25, 1896, in the employ of Joseph Burnett & Co., of 36 India street, Boston, having been a leading chemist for over 30 years in Boston.

He was a charter member of the Massachusetts Pharmaceutical Association, and was made an honorary professor by the Massachusetts College of Pharmacy. September 28, 1896, at a meeting of the Massachusetts State Pharmaceutical Association, resolutions were adopted on his death to be spread on the records of the association.

MASSACHUSETTS NOTES.

F. A. Davidson, Ph.G., president of the T. Metcalf Co., went to Princeton for his vacation.

Albert E. Lynch has purchased the Gaffey drug store, corner of Fifth and Cambridge streets, Cambridge.

Charles E. Bardwell, Ph.G., Holyoke, was elected a member of the M. C. P. at the last meeting of the Board of Trustees.

Prof. Charles F. Nixon, Ph.G., of the M. C. P., recently returned from his trip abroad. The professor is well bronzed by his outing and is ready for an active winter's campaign.

A deputy sheriff recently attached the Independent Pharmaceutical Co., Worcester, for \$1,500 on a suit brought by Horace A. Bishop, formerly head chemist of the concern, who claims he was wrongfully discharged.

Alfred W. Balch, Ph.G., M.D., now surgeon in the navy, was recently assigned to the "Monongahela" for a trip to South Africa. From there he will go to the West Indies for the winter. He hopes to return to the Hub in April.

W. C. Reyecroft, of Cambridge, went to Northport, Maine, for his vacation. From drugs to copper is something of a jump, but this is the kind of a leap E. A. Webster, of Springfield, has just made. His drug store was sold to enable him to give his time to his copper interests.

A meeting of the Northeastern Section of the American Chemical Society was held at the rooms of the German Turnverein, Middlesex street, on the evening of October 28. The speakers and papers were as follows: William A. Hall, presi-

dent of the Casein Company of America, "The Commercial Utilization of Casein." Professor W. R. Whitney, "The Precipitation of Colloids by Electrolytes." Dr. W. H. Walker, "A New Commercial Process for the Separation of Nickel from Copper."

OTHER BAY STATE ITEMS.

Albert Poland has closed his store at North Brookfield.

The store of Jesse Sargent, Malden, was the scene of a recent fire.

The People's Pharmacy, Worcester, is now owned by W. A. Volkmar.

John B. O'Hara has purchased the F. W. Putney store, at Cambridge.

Higgins & Hurley, Winthrop, are in trouble financially. Liabilities, \$2,827.29; assets, \$1,071.73.

Thomas E. MacNally is about opening a new store on Pleasant street, Fall River. He will fit it with a new Tufts fountain.

Since the withdrawal of Charles E. Bardwell as a candidate for the Board of Pharmacy, it has been thought that Henry Adams, of Springfield, will be the man to succeed Mr. Rice.

Prof. Charles F. Nixon met with an accident recently while bicycling. He was thrown from his wheel and had one of his fingers broken. He is about, however, and able to attend to his duties.

The store of William F. Dunn, South Framingham, was raided some weeks ago and a quantity of malt and spirituous liquors seized. He has since been in court and fined \$50, and sentenced to the House of Correction for three months. He appealed.

The annual meeting of the Massachusetts Druggists' Alliance was held in Boston, October 13, about twenty members attending. The president, W. W. Bartlett, Ph.G., who also acts as secretary and treasurer, read the annual report and the present officers were re-elected.

James W. Tufts has recently shipped hot soda fountains to the following druggists: W. H. Burke, Fall River; W. H. Glover & Co. and George A. Carlyle, both of Lawrence; C. W. Larrabee, Melrose; Harry M. Church, New Bedford, and William A. Cote, Fall River.

The Davis Medical Company has been organized at Augusta, Maine, for the purpose of manufacturing and dealing in drugs, with \$10,000 capital. President, Henry J. Cunningham, Cambridge, Mass.; Treasurer, James A. McIver, Cambridge, Mass. Certificate approved October 12.

The Mayor of Salem recently appeared before the Supreme Court at Boston on a writ of mandamus brought against him by 17 druggists of Salem whose licenses to sell liquor he refused to sign some weeks ago. The Board of Aldermen voted to issue these licenses, but the Mayor refused to sign them on the ground that no licenses could be issued by the authorities in cities and towns where the voters decided against the sale of liquor. The matter is still pending.

NEW ENGLAND NEWS.

W. H. Merrill's store, Lisbon, N. H., was destroyed by fire on Nov. 3. Loss \$2,500, fully insured.

Joseph Helfman, editor of the "Bulletin of Pharmacy," was in town recently as the guest of S. A. D. Sheppard, Ph.G. While here he delivered a lecture to the students of the M. C. P. on "Pharmaceutical Education."

The M. C. P. students are taking a great interest in athletics this fall, and there is considerable class rivalry. The strong men of the senior and junior classes will have an opportunity to decide superiority at a meet to be held next week.

The New England Pharmacy Co., with headquarters at Boston, recently voted to close up its affairs and discontinue business. This was a stock concern operated for the manufacture of specialties, and the capital was supplied by New England retailers.

The following New England pharmacists have just added new hot soda fountains of the James W. Tufts brand to their outfits: George W. Payne, East Providence; J. Fred Gibson and M. J. Manning, both of Providence, and H. J. Rush and E. C. Kittredge, both of Millinocket, Maine.

PENNSYLVANIA.

Opinions on the Garst Decision—Work of the N. A. R. D. Under the Tripartite Plan—Philadelphia Wholesalers Loyal.

(From our Regular Correspondent.)

Philadelphia, Nov. 7.—The decision of the Supreme Court of Massachusetts in the case of Garst vs. Hall & Lyon Company has attracted considerable attention in drug circles in this city, although the same construction is not placed upon it by the wholesalers and retailers. The wholesale druggists and manufacturers of proprietary articles are of the opinion that this is a blow against the Worcester plan. An attorney who has done considerable work for the Proprietary Committee of the N. W. D. A., after reading the judge's charge, says: "It seems to me that Judge Knowlton's opinion is uncontested. Indeed, I cannot conceive why these people brought their bill in equity. Of course, there are no facts at all disclosed by the opinion, but if, as the opinion seems to indicate, Garst attempted to enjoin persons from the sale of his goods which they had purchased in the open market and not in violation of any contract made directly with him, I do not see how the plaintiff's lawyers could possibly hope to sustain such a position. It does seem to me that this opinion is not only good law, but very good sense."

The officers of the Retail Drug Association have little to say on the subject, and they are of the opinion that the decision rendered by Judge Knowlton does not affect the continuation of the Worcester plan. Until something definite is done in the matter, the association will continue to advocate it, as it has done heretofore.

THE WORK OF N. A. R. D.

A prominent officer of the N. W. D. A., in speaking about the work done by the retail association, said:

"It seems to me that the retail trade cannot reasonably complain of the situation in Philadelphia. While it is true that the Tripartite plan has not achieved here all that was hoped from it, it is due to a considerable extent to circumstances which are difficult to control. It has, however, shown retailers the value of organization and has taught them how to accomplish it.

"They certainly have no right to complain of lack of loyalty on the part of wholesalers here, who have all faithfully upheld their obligations to the Tripartite plan. Several of the wholesale houses here have repeatedly turned down orders from interdicted parties and on several occasions these orders were accompanied by checks of liberal size. In other cases they were from customers of many years' standing. There is certainly no reason why the retailer should accuse the wholesaler of being the chief beneficiary of the Tripartite plan, when the latter is strictly a retail measure, adopted and carried on for the benefit of the retailers themselves.

"It should also be a matter of congratulation that the N. A. R. D., at its Buffalo meeting, had sufficient wisdom and good judgment to continue the Tripartite plan and not trust its future fortunes to the Worcester plan alone. Since that meeting the latter has virtually been pronounced unworkable by the Supreme Court of Massachusetts, and had the N. A. R. D. trusted its fortunes entirely to this plan, it would now be floating on a sea of disaster without anchor or rudder."

THE FAILURE OF THE PLAN IN NEW YORK FROM A QUAKER STANDPOINT.

The retail druggists in this city, especially those who have expressed a desire to maintain prices and to advance prices on certain patent medicines, are somewhat exercised over the announcement that the wholesale druggists and jobbers in New York have stricken off the cutters' list and are now selling goods to everybody. It was thought that the retail druggists of this city who had shown a tendency to cut prices would now avail themselves of the situation in New York and secure goods from that center. It appears, however, that their fears are groundless, as the druggists outside of New York who have shown a disposition to antagonize the retail drug association and the Tripartite plan are still on the cut-off list and do not have their orders filled. In speaking of the failure of the New York druggists to get together, an officer of the N. W. D. A. said that it was a mistake from the start to place so many names on the cut-off list, as it caused friction not only with the retailers, but with the jobbers. Before that list was made up a conference was held between officers of the Proprietary Committee of the N. W. D. A. and the New York druggists in reference to the adoption

of the Tripartite plan, and then every effort was made to get the New York committee to go slow and place only a few cutters at a time on the list. This proposition was rejected and hence the failure of the movement.

NEW BOWLING CLUB TO BE A WONDER.

The bowling club of this town will be a wonder, and great efforts are being made to put the various teams in such shape as to cause the other bowling clubs throughout the country to throw up their hands. The success attending the effort to form a bowling association among the wholesale houses in this city last year has encouraged the members of that association to renewed efforts, and this year there will be nine teams in the field. While the regular work has not begun, some of the clubs have started in to practice and they are rolling great ball. Austin Smith, of the Smith & Miller Drug Company, has been elected president; D. E. Bransome, vice-president, and C. P. Donnel, treasurer. The following teams will compete for prizes: Smith, Kline & French Co., office; Smith, Kline & French Co., laboratory; Shoemaker & Busch, Robert Shoemaker, Botanic Club, H. K. Mulford, the "Wanderers," H. K. Wampole and John Lucas. The two last named clubs are new members, and it is said they have several members who have done some good bowling.

MR. FRENCH INJURED AT A HUNT.

Howard B. French, of the firm of Smith, Kline & French Co., recently met with a painful accident which necessitated an operation and his confinement to the hospital. Mr. French is an experienced horseman and is always up among the first in the Radnor hunts. A few weeks ago while chasing the elusive fox over hill and dale his horse stumbled with him and he fell, breaking his collar bone. He was taken to a hospital not far from the accident, but it appears that the bone was not set right, and on October 21 he was brought to the Presbyterian Hospital, in this city, where another operation was performed. While the accident was a painful one, he will soon be able to attend to business.

PHILADELPHIA ITEMS.

John L. Curry, of Twenty-second and Callowhill streets, is visiting one of his former clerks at Lebanon, Pa.

The estate of Mrs. A. M. Wilson has sold the drug store at Ninth and Filbert streets to J. Frank Yealy. Mr. Yealy has been manager of the store since 1885.

Messrs. Dahls, Boyer, Keller, Watson, Randall and Friebe, all druggists of this city, journeyed together with about 300 other members of the Masonic fraternity to Vineland recently to become members of the Cedars of Lebanon, and from accounts received they all had a good time and had their thirsts quenched.

W. A. Rumsey, Forty-first street and Mantua avenue, president of the local retail association, and one of the leading retail druggists in the city, has an exhibit of Mulford's anti-toxin in his store window which has attracted considerable attention. This exhibit not only includes a jar of anti-toxin, which is valued at \$4,000, but of vaccine points and photographs of people with smallpox in different stages.

Howard B. French, of the firm of Smith, Kline & French Co., who was so severely injured by being thrown from his horse, is now on the way to recovery. Mr. French, on November 2, was removed from the Presbyterian Hospital to his home. Besides sustaining a severe shock his collar bone was fractured, which necessitated the bringing of it together with wires. It is thought, however, that Mr. French will be able to go out in a few weeks.

A meeting was held on November 1 at the Engineers' Club looking to the formation of a national organization, to be known as the American Electro-Chemical Society. Prof. Joseph W. Richards, of Lehigh University, vice-president of the American Chemical Society, acted as chairman of the meeting, and Carl Hering, ex-president of the American Institute of Electrical Engineers, as secretary. Dr. Chas. A. Doremus, of the College of the City of New York, was made chairman of the Committee on Membership.

On October 13 the Druggists' Bowling Association will begin its annual competition. At this writing the schedule of games has not been prepared, but it is understood there is to be a series played by each club, and as there are nine clubs, it will take some time to finish the contests. The prospects this year are better than ever before, and more interest is being taken in the association. An effort is to be made to organize a permanent organization and the plan is now being formulated for the securing of a building and later on the formation of the Drug Club.

OHIO.

Cincinnati Drug Clerks Organize—Aided in the Work of Organization by Members of the Illinois Drug Clerks' Association—Brilliant Prospects for the Association.

(From our Regular Correspondent.)

Cincinnati, Ohio, November 7.—The drug clerks in the Queen City of the West are not going to be behind their brethren in other cities. The local members of the craft have formed an organization which they hope will be of much benefit to the members. The better known drug clerks were foremost in bringing about the organization, and it is intended for the mutual protection of members as well as to promote good fellowship and social advantages. An employment bureau will be a feature of the new organization, and it is calculated to do much good. The association had its birth after much talk, and was launched the other evening at a meeting held at the Palace Hotel. The officers of the association are: Frederick Schechezuber, president; Clifford J. Tranter, vice-president; Edward A. Ohm, second vice-president; H. G. Schmuelling, secretary and treasurer, and U. M. A. Mueller, chief of the employment bureau. It is expected that the association will include all the drug clerks of the State, with headquarters in this city. At the first meeting two members of the Illinois Drug Clerks' Association were present and gave ideas of value on organization.

Many of the leading druggists of the State and city are working with the clerks to make the organization a success in every way. Permanent headquarters have been established in Room 3 of the new Bell Block at the northwest corner of Sixth and Vine streets. Applications for membership are coming in rapidly, and the new organization expects to have some strength before this year has passed into history. The next meeting promises to be well attended, and business of considerable importance is to come up for consideration. All the members are enthusiastic over the new association and predict a bright and useful future for it. That it will tend to better the lot of the drug clerk there is no doubt.

HEARD HERE AND THERE.

It is rumored that another wholesale drug house is to be started here.

The William Merrell Chemical Co. will build an additional factory to their already large plant.

N. Ashley Lloyd recently returned from a ten days' fishing trip to Michigan. He enjoyed the outing.

Charles F. Weller, president of the Richardson Drug Co., of Omaha, was here on business last week.

Prof. John Uri Lloyd, the noted chemist and author, was among the guests at the recent banquet tendered Methodist bishops here.

Magdalene Schreck, a bright Cincinnati girl, has just been granted a pharmacist's certificate by the Ohio Board of Pharmacy.

After several weeks in bed Druggist Edward Muehlberg, of Race and Elder streets, is up and around again. His brother attended him.

Daniel M. Chambliss, one of the best known pharmacists of the South, who is engaged in business with W. D. Kuhlman & Co., at Knoxville, Tenn., was in Cincinnati last week buying goods and taking in the sights.

Chemist Louis Schmidt, of the Ohio Dairy and Food Commission, is at work analyzing something that will cause a decided sensation in the near future it is said. A number of arrests of tradesmen and manufacturers are looked for.

Dr. Thomas Evans, the well-known chemist, recently read an interesting paper before the local branch of the American Chemical Society on "Magnesium Amalgam as a Reducing Agent." There was a large attendance, and the paper was much enjoyed and appreciated.

No Delegates from Maryland at Buffalo

Through an oversight the State of Maryland was credited with sending two delegates to the Buffalo convention of the N. A. R. D. Although H. P. Hynson and W. E. Brown were accredited to the meeting by the secretary of the Maryland State Pharmaceutical Association, neither of the gentlemen named were present.

ILLINOIS.

Chicago Druggists to Begin Cut-Rate War—Mr. Ebert Opposes the Movement—A Plan for Handling Proprietaries.

(From our Regular Correspondent.)

Chicago, Nov. 5.—The Executive Committee of the Chicago Retail Druggists' Association is preparing to issue an order for a general slashing of prices in the first (downtown) district. The matter was debated at a meeting of association members last Tuesday, and the debate was notable because of an exceedingly broad-minded speech made by Albert E. Ebert, the veteran druggist. One of the interested druggists told his associates that if any cutting was done it would be over the "financial carcasses" of some of those now in the district.

In his speech Mr. Ebert counselled the wisdom of patience and urged the druggists to be conservative. He also suggested a novel plan by which cutting could be eliminated, and this plan is certainly worthy of record. Mr. Ebert said:

FIGHT CUT RATES WITH FULL PRICES.

"If you want to do any cutting, do it the other way and get full prices. You will undoubtedly find that your sales will fall off, but even at that your profits can't be much smaller than they are while you cut. This plan would cause more customers to go to the department stores.

"Now, at the department stores the salary of the man behind the counter depends on his ability to sell the customer something other than that for which he asked. In other words, they want to substitute something on which they can make some money, instead of selling a standard article at a practical loss. The manufacturers will soon find out, if this is done, that there is a big falling off in sales, for their goods would be going over the counters of neither druggists nor department stores.

"If it was possible to take concerted action and bring such a condition to pass, you can rest assured that the manufacturers would take prompt action to protect themselves, and the only way in which they could do this would be to see to it that the bona-fide druggist, who obtained full prices, handled the goods. The goods would then be sold by men who would not substitute, and consequently the manufacturers' sales would be greatly increased.

MANUFACTURERS CAN STOP CUTTING.

"It would be easy for the manufacturers to accomplish this. My idea is as follows: The manufacturer could establish an agency in a city where the goods could be handled on consignment. Some wholesaler, say, could be chosen, and the bills sent through him direct from the maker to the druggist. The manufacturer would give a large discount from the list, possibly fifty per cent., and the moment cutting was done the cutter would lose the discount. It would be the best thing for all of us in the long run if we would keep the goods on our shelves, rather than attempt any cutting."

Mr. Ebert told some friends of an instance which happened some time since, when a druggist who had always obtained full prices told a cutter that he, too, intended to slash prices. "Don't do it," answered the cutter. "That is surprising advice from a druggist who is cutting prices for all he is worth." "Yes, but I mean it. There used to be some chance for me to obtain fair prices for some things, but now every one who comes into the shop expects me to sell everything cheap. It is impossible for me now to make any money on anything. I have got a 'cheap' reputation, and have lost on the whole proposition."

A TELEPHONE STRIKE MAKES TROUBLE

A strike is on among the linemen of the Chicago Telephone Co., and trouble has been experienced among some of the druggists in certain districts, where it is asserted that the strikers have cut wires. The trouble has not assumed serious proportions, however. The men say they are determined to stay out until they gain their point, so it is feared that bad feeling and trouble may result before they get through. Three hundred men are out, and they demand an increase of 25 cents a day in their pay. The strike may be taken up by some of the other electricians. At the same time suit has been begun by the Illinois Manufacturers' Association to test the question of municipal ownership of all telephones in the city. The city electrician, Mr. Ellicott, says that the scheme is not practical, as the city's conduits have a capacity for only two thousand wires, and the municipality would be unable therefore to establish a system of its own. Mr. Ellicott believes that rates and not the plants should be controlled by the city.

A man, who is supposed by the police to have been a former drug clerk, entered the store of C. L. Clancy, 1249 North Clark street, early on the morning of November 1, and after making a pretense of getting a prescription filled, he ordered Albert Clancy, the night clerk, to throw up his hands, emphasizing his demand by pointing a revolver at the clerk. Clancy had a revolver in his coat pocket and instantly began to fire through his coat. He fired five times and it is thought that one of the bullets hit the intended mark. After Clancy had emptied his revolver the intruder turned and fired several shots, taking deliberate aim. The bullets smashed bottles, but did no other damage. There was more than \$500 in the store, and the would-be robber is supposed to have had knowledge of this fact.

The Veteran Druggists had an extremely interesting meeting October 29. Andrew Scherer was elected a member, and a long paper on the early history of the drug trade in Chicago was read by Historian Ebert. Mr. Ebert read for almost two hours and was given the closest attention every moment of the time. A committee was appointed to draft resolutions in memory of Herman Plautz, whose death took place recently.

Eliza Allen Starr, the noted Catholic writer, who died recently, was a sister to Caleb Starr, a veteran druggist at Durand, Ill. The family is noted for its long lineage. It came from Chelmsford, Essex, England, where the members are known as the "Allens of the Bars."

WESTERN DRUG TRADE NOTES.

J. E. Bosley, of Ladora, Iowa, is in Chicago.

Scott & Co., Ireton, Iowa, have sold out to E. R. Parker.

C. C. Coyne, Fort Byron, Ill., has sold out to E. C. Block.

J. C. Watson succeeds Watson & Vickers at Inwood, Iowa.

Charles Henry, at Corning, Iowa, has sold out to H. H. Harris.

Henry Spohn has purchased the store of F. D. Spribel, at South Bend, Ind.

R. R. Roger, East Peru, Iowa, has been succeeded by J. N. Mulhern.

Charles Dawson has changed the sign over his store at Mt. Vernon, Ind., so that it now reads Dawson & Boyce.

Clevenger & Lyon have succeeded B. H. Stover, at Marengo, Iowa.

O. G. Luehrs & Co., Remsen, Iowa, have sold out to A. L. Schultz.

Edgar Tice has purchased R. T. Bower's store at Petosky, Mich.

Pratt & Hayden are now in control of the store of H. H. Bradley & Co. at Mason, Mich.

C. A. Starr, of Durand, Ill., is now in Chicago. He has been in the East for two months.

R. F. Brown, of Sioux Falls, N. D., was a recent visitor at Chicago wholesale houses.

James L. Franken, vice-president of the Smith Drug Co., of Salt Lake City, has been in town buying of the jobbers during the last week.

S. C. Amlie, of Hillsboro, N. D., who was married in Dowagiac, Mich., recently, passed through Chicago on his wedding trip.

John W. Schleyer, of the Schleyer-Ordway Drug Co., of Fond Du Lac, was at the Drug Club this week, a guest of Lord, Owen & Co.

The State Board will hold an examination for apprentices in Chicago November 15, and the regular examinations will follow November 18.

Col. C. F. Weller, of the Richardson Drug Co., Omaha, held a reception at the Drug Club, Tuesday. Colonel Weller is one of the most popular men in the West and it is said he never forgets a face nor a name.

Searle & Hereth are moving into their new building, which has been fully described in these columns. The new structure exactly doubles the capacity of the company's plant and is a practical demonstration of the success of the company's methods.

Harry Skillman, manager of the publication department for Parke, Davis & Co., has been with us the last week. He was pointed out at the Drug Club and Athletic Club as Governor Yates, and it is a fact that Governor Yates does resemble Mr. Skillman.

The Rex Soap Co. has been succeeded by the Vosburgh Co. E. A. Vosburgh, who was formerly secretary of the Jas. S. Kirk Co., will be general manager, and Walter R. Kirk, who was formerly vice-president of the J. S. Kirk Co., will be associated with him.

Private detectives employed by the Chicago Telephone Co. have arrested George Hulbert, employed by the same corporation, on the charge of robbing slot machine telephones. The detectives say that Hulbert secured considerable amounts out of the machines.

Otto C. Kade is now manager of the store fixture department for the Melchior Bros. Furniture Co. He was for a number of years with A. H. Revell & Co., and for the past five years with M. Winter Lumber Co., of Sheboygan. Mr. Kade is a young man of sterling qualities and a hustler.

Two masked men broke into the store of Charles Bertram, 1901 Milwaukee avenue recently and knocked Mr. Bertram unconscious. He was then bound and gagged and left. By struggling and kicking against the wall he succeeded in making noise enough to secure the attention of a neighbor who released him. The thieves secured \$200. Mr. Bertram says he knows who the men were who robbed him.

Although two arc lights made his store almost as bright as day, the place of R. J. Lauterbach at 5458 Wentworth avenue was ransacked by thieves early on the morning of October 4. W. G. Seibert, the clerk, was asleep in a rear room, and the marauders went through his clothing, securing a gold watch worth \$50 and \$4 in currency. They also took a pair of shoes. The cash register, which contained \$15 in cash and stamps, was rifled.

The suit brought by the city of Chicago and thirty business firms against the telephone company is progressing at a rapid rate. The courts have been asked to make the company accept \$125, instead of \$175, for all 'phones in the business district. The company has filed an answer denying all charges made against it. The territory included in the suit for excessive charges is bounded by North avenue, the river, West Division street, Western avenue, Twenty-first street, the South Branch, Clark and Twenty-first streets.

NEWS NOTES FROM THE WEST.

A store has been opened at Rock Well, Iowa, by George Koenig.

The store of Davis & Woods at Merkel, Texas, has been burned, the loss being \$2,400.

Page Blackburn, of Decatur, Ind., has sold a half interest in his store to Harry Christen.

Dr. A. P. Barclay has disposed of his interest in the Wharton Drug Company, Wharton, Texas, to Dr. W. D. Cline.

Fire has destroyed the store of W. F. McKnight at Fort Smith, Kans.

Charles Beam has just gone into business at Pocahontas, Iowa.

At Conroe, Texas, a new store has been opened by Dr. W. J. Gullledge.

A. O. Blair has sold his store at Emerson, Iowa, to S. R. Shultz, of Cumberland.

The drug business of William McDonald at Kalamazoo, Mich., has passed into the hands of John L. Wallace.

J. T. Kirkham & Co. have recently gone into business at Greenville, Ill.

Martin Zimmerman has purchased a half interest in the store of B. F. Burn at Oakland, Ill.

A new store has been opened by R. T. Godfrey at Colorado Springs, Colo.

Druggist Smith, of Pontiac, has gone into the drug business at New Haven, Mich.

Carl Bower has sold his store at Bethel, Mo., to Tony Collins.

MISSOURI.

Tetanus Traced to Antitoxin in St. Louis—Twenty Cases of Tetanus and Twelve Deaths—The Board of Health Discontinue the Manufacture of Antitoxin.

(From our Regular Correspondent.)

St. Louis, November 4.—For several years the Health Department of this city has manufactured diphtheria antitoxin, and distributed same gratis among physicians. This has been instrumental in making it a very popular remedy among our physicians, for many a physician who had very little faith in its use would give it a trial so long as it did not cost him or his patients anything. Several weeks ago one of the horses used to furnish the serum developed signs of tetanus, and was put to death. The antitoxin already made from him was carefully tested, as usual, on guinea pigs, and pronounced all right, and placed in stock for distribution. About a week ago a child, upon whom the Health Department antitoxin was being used, suddenly developed lockjaw. Within two days over a dozen similar cases developed. As matters stand now nearly a dozen persons have died and a number more are in a critical condition. It was found that all the cases developed from a certain batch of antitoxin from this particular horse. The Health Department at once discontinued the manufacture of antitoxin, and called in all that was outstanding. The Board of Health, the coroner, the city bacteriologist and three other expert bacteriologists are thoroughly investigating the affair to determine just who is to blame and how this terrible accident came about.

In the meantime it is almost useless to say that very little antitoxin of any manufacture is being used owing to the prejudice and fear caused by this accident. Physicians say it will take a long time to re-establish confidence among the people owing to the prominence given the affair by the daily press.

A DRUGGIST FINDS \$3,700 IN GOLD.

While carpenters were remodeling his store building at St. Louis recently, Francis Sum, a druggist, found a dust covered cigar box containing \$3,700 in gold coin. Away back in the 60's the building was the headquarters of the gamblers with which the city was infested. The bar room in the cellar was called the original "hole in the wall." The gold found is believed to have been some gambler's treasure hidden away for safe keeping.

CITY ITEMS.

Chas. Fritz, city salesman for the Hoeffken-Finkey Laboratory, was married last Tuesday to Miss Bortriede.

A. Katzky has purchased the drug store at Delmar avenue and Kings Highway from C. A. Brockmiller.

Frank Carey, of Carey Bros.' pharmacy, has returned from Denver, where he has been spending the summer.

Wm. Oldendorff has just returned to this city after spending two years in Alaska. He is a well-known local drug clerk.

The Retail Druggists' Saturday Night Club will hold a meeting on the night of the 9th, when it is reported some interesting news is likely to develop.

The St. Louis Drug Clerks' Society is arranging to give their annual ball the latter part of this month. The date and place has not yet been definitely settled, owing to a difficulty in securing a suitable hall.

Judge & Dolph, 616 Locust street, are arranging to carry an extensive line of holiday goods this year. The druggists of this city discontinued this practice many years ago, and this is the first attempt to revive it.

The J. S. Merrell Drug Co. has increased its capital stock from \$250,000 to \$400,000, and purchased site on which to erect a new structure at a cost of \$150,000; present address is 620 Washington avenue.

The St. Louis Retail Druggists' Association will hold a meeting at the College of Pharmacy at 3 p.m. Wednesday, the 6th inst. The delegates to the N. A. R. D. meeting held at Buffalo last month will make their report. It is quite impossible to say whether or not any specially important business will be transacted at this meeting. There are many plans suggested and advocated by druggists throughout the city, but the trouble is so few of them come to the meetings to push their plans forward. A great many of the members seem impatient to have full prices restored, and yet they are the very ones who do not attend the meetings or get out among their fellow-druggists and work it up.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, November 9, 1901.

THERE appears to be a steady moderate trade doing from day to day in the several departments of drugs and chemicals, and the consuming demand is reported especially active. There is yet, however, an absence of inquiry for round lots, the bulk of the business being on jobbing orders, which lends a surface appearance of dullness to the market. Comparatively little of special interest has developed since our last: the expected advance in quinine was made as we went to press with the preceding issue, and domestic manufacturers are now quoting on a uniform basis. There has been a further break in the price of cocaine, the decline being attributed to active competition among holders. A sharp decline in price of codeine is attributed to a like influence, and it is claimed that manufacturers' prices are now almost on a level with the cost of production, but it is thought that prices will go still lower before manufacturers can adjust their differences. Domestic refiners of camphor have reduced their quotations on this article, which is 1c. cheaper. Present indications are that the year will close upon a generally firm market. The principal fluctuations of the market since our last review are shown in the following paragraphs:

HIGHER.	LOWER.
Quinine,	Cocaine muriate,
Cantharides, Russian,	Codeine,
Manna,	Camphor,
Wax, Japan,	Cubeb berries,
Gum tragacanth,	Senega root,
Balsam, Peru,	Serpentaria root,
Ginger, Jamaica,	Opium,
Cannabis indica,	Oil cubebs,
Oil patchouly,	Oil pennyroyal,
Canary seed.	Oil almond, sweet.
	Menthol,
	Gum Chicle,
	Citric acid,
	Buchu leaves, short.

DRUGS.

Alcohol has been in slightly increased demand since our last, and quotations are firmly maintained at \$2.51 to \$2.53. Wood is in excellent demand and quoted at 60c to 65c for 95 and 97 per cent.

Areca nuts are easier under a lessened inquiry, though prices are quotably unchanged, sales being made at 8c to 10c; values are stiffening at primary sources.

Arnica flowers are reported as selling better and prices are well sustained on the basis of 9½c to 10c, as to quality and quantity.

Balm of Gilead buds are in small supply and under close control; the few sales making are at 35c to 40c, as to quality and quantity.

Balsams.—Little of special interest is to be noted in this department. Peru has been actively inquired for during the interval, and firmness is manifested on the part of holders, who now quote at an advance from \$1.35 to \$1.40, though it is estimated that firm bids would be entertained at the old figures. Tolu is in fair jobbing demand, with the sales of large tins at 32c and small at 34c.

Barks.—Cascara sagrada offers more freely on the Pacific

coast, but holders in this market are firm in their views at 5c to 7c, as to age and quantity. Buckthorn is without important change, current sales being at 4½c to 5c. Elm has continued in demand and steady at 5c to 12c. Sassafras is meeting with a fair, steady inquiry for jobbing lots, for which 7c to 10c is paid, as to quality and quantity.

Buchu leaves, short, have ruled quiet during the interval and prices are a shade lower, the revised range being named at 23c to 25c, though the tone of the market is improving, owing to stronger advices from abroad.

Burgundy pitch is held about as before, say 2½c to 3c, but the inquiry is confined largely to small jobbing lots.

Cacao butter is lower, in sympathy with the foreign market. At the public sale in London on the 6th inst., the average price paid was 12¾d., against 14d. at the October sale, while in Amsterdam the sale was equivalent to 13¾d., or a penny lower than last month. Local holders are more free to offer and spot quotations for bulk are now 83c to 84c, while cakes in 12-pound boxes are held at 88c to 40c.

Caffeine continues to offer with considerable freedom at the reduced range quoted by manufacturers, or, say, \$3.75 to \$4.00, a price which is said to be below the cost of production.

Cantharides, Russian, have improved in tone somewhat, and recent sales were at an advance to 62c to 65c, though no large transactions are reported; Chinese are held at 50c to 55c.

Castor oil has developed no new feature of consequence. The consuming demand continues good, and manufacturers are quoting uniformly on the basis of 12c to 13c in barrels and 12½c to 13½c for cases.

Cocaine reflects the influence of keen competition among manufacturers, who now quote uniformly on the basis of \$5.00 for bulk, a reduction of 25c. Our readers are asked to make correction in our Original Package Price List.

Cocoa leaves are reported as selling in a jobbing way at 23c to 25c for Truxillo, and 32c to 35c for Huanuco, but conditions at primary sources are favorable to an early improvement.

Codeine is weak and unsettled, owing to keen competition among manufacturers, and while \$3.60 to \$3.75 is generally named, it is an open secret that these figures are being shaded in some quarters.

Codliver oil, Norwegian, is in steady position, and the tendency is toward a higher range, though sales are making for the present at \$20.50 to \$24.00 as to brand.

Colocynth apples are quiet, but there appears no special urgency to realize, Trieste being held at 36c to 40c, and Spanish at 15c to 16c.

Cubeb berries are meeting with a fair jobbing inquiry, but the market lacks strength, and quotations are somewhat nominal at 10½c to 11½c for whole, and 13½c to 16c for powdered, as to quality and quantity.

Cuttlebone is ruling somewhat firmer in the face of recent advices from primary sources, although quotations are nominally unchanged, recent sales of prime Trieste being at 21c to 22c, Jewelers' large at 80c to 85c, and small at 45c to 47c.

Ergot is reported firmer in the foreign markets, and spot quotations are well sustained at 42c to 45c for the two varieties—Spanish and German.

Juniper berries are finding a steady sale and quotations are firmly maintained at 2½c to 3c, as to quality and quantity.

Lycopodium is dull and neglected at the moment, but foreign markets continue firm, and spot quotations are well sustained at 52c to 53c for ordinary and 54c to 55c for Politz.

Manna, small flake, is a fraction higher, owing to improved demand and a closer concentration of the spot supply. While 35c will yet be accepted on a firm bid, up to 36c to 38c is asked by some holders. The available supply is believed to be under good control.

Menthol is yet a trifle unsettled, being offered in some instances at \$4.20, while \$4.50 is asked by other holders.

Morphine is passing out freely into channels of consumption at manufacturers' prices, or, say, \$1.85 to \$1.95 for ounce vials, according to brand.

Olive oil meets with fair inquiry, and the market is steady in tone at 62c to 64c for yellow and 64c to 65c for green, prime Malaga.

Opium is not taken with any animation, and holders appear to be making more effort to realize on the stock in hand, so that the tendency of the market is distinctly in favor of buyers. While some holders decline to quote below \$3.10, sales are making openly at \$3.05, and a fair business is reported at this figure. The range for powdered is \$3.90 to \$4.00, according to test, quantity and seller.

Quinine has improved in position since our last, and the appreciation in value has been maintained despite a slight decline in prices at the bark sale in Amsterdam on the 7th inst. A heavier break in prices had been looked for by holders at second hand, and the fractional reduction has had no effect on the local market, manufacturers continuing to quote on the basis of 20c for bulk, while outside holders name 28½c for leading German brands and 27½c for Java.

Senna leaves are finding a steady outlet into channels of consumption, and there is too a steady jobbing movement, such transactions as come to the surface being made at 10c to 12c for natural Alexandria, 18c to 20c for garbled and sifted, 6½c to 7c for broken and 5c to 14c for the various grades of Tinnevely.

Spermaceti offers a shade under previous quotations owing to continued competition among producers, who now quote 24c to 24½c for block, and 25c to 25½c for cakes.

Tonka beans are maintained firmly at current quotations in view of some restriction of supplies. The quotations are 80c to 85c for prime Angostura, 50c to 52½c for crystallized Surinam, and 30c to 33c for Para.

Vanilla beans are held with a fair show of firmness, and sales are making at the previous quotations of \$8.00 to \$13.50 for whole Mexican, \$7.50 for the better grades of cut, \$4.75 to \$7.50 for Bourbon, \$1.75 to \$2.00 for Tahiti, and \$1.25 to \$1.40 for Banillions.

Wax, Japan, is in light supply and wanted, and we hear of several large sales at 7½c, though 7¼c is generally named.

CHEMICALS.

Acetanilid is in moderate request, with the sales at manufacturers' quotations, or, say, 19c to 21c, as to quantity.

Acetate of lime is in good demand, with the transactions at \$1.30 to \$1.35 for gray and 95c to \$1.00 for brown.

Aniline salt is reported in firmer position in foreign markets, and spot quotations have been marked up to 8½c to 8¾c.

Bleaching powder is in demand and scarce and recent sales of English in 25-cask lots were at 2¾c, the quoted range being 2c to 2¼c. German is held at 2c for leading brands, and French and Belgian at 1¾c to 1¾c.

Blue vitriol is advancing into firmer position, and while outside lots are offering in a small way at 4¾c, 4¾c to 5c is generally named by manufacturers.

Boric acid is finding a steady, moderate outlet into channels of consumption at prices within the range of 10¾c to 11¼c for crystals and 10¾c to 11¼c for powdered.

Carbolic acid continues in fairly active demand, and quotations are well sustained at 20c to 23c for crystals and bulk and 28c to 29c in pound bottles.

Carbonate of potash is weak and lower, as a result of pressure to sell, and 4¾c to 5¼c is now quoted.

Chlorate of potash is finding sale in a small way at 8½c to 8¾c for crystals and powdered, and these figures can, it is said, be shaded or future delivery.

Citric acid is offered lower by domestic manufacturers, prices having declined 1c a pound since our last, and barrels and kegs are now quoted at 35c to 35½c, respectively; Sicilian is correspondingly lower and obtainable at 34½c in kegs.

Copperas is in liberal supply and the market is easier, with 35c to 60c now named for barrels, as to quantity, the inside figure being for carload lots.

Cream tartar does not offer below manufacturers' quota-

tions, or, say, 19½c to 19¾c for crystals, and 19¾c to 20c for powdered.

Formaldehyde continues in satisfactory inquiry, with dealers quoting 16c to 17c and 15c to 15½c, as to percentage, weight and volume, respectively.

Nitrate of silver is without quotable change. Manufacturers are supplying the wants of the trade at 39½c to 40c, as to quantity, the inside figure for lots of 1,000 ounces.

Quicksilver continues in good consuming demand, and values are well sustained at the previous range of 66½c to 67c.

Sal ammoniac is held at 8¾c to 9c, and we hear of numerous jobbing sales at this range.

Tartaric acid is in demand, and the market is maintained at 28½c to 29c, as to quantity, the quotations of manufacturers.

ESSENTIAL OILS.

Almond, sweet, is lower in sympathy with foreign markets, and leading brands are now quoted at 40c to 42c for true, as to quantity; peach kernel oil is without change at 20c to 23c.

Anise continues dull and easy, and recent sales were at \$1.22½ to \$1.25.

Cassia is slow of sale, but values are steady at 70c to 72½c for tested, and 62½c to 65c for ordinary grades.

Citronella is tending upward at primary sources, but spot supplies continue to offer at our quotations.

Cubebs is lower in sympathy with the berries, and holders now quote \$1.05 to \$1.10.

Geranium, Algerian rose, is scarce and firmer, and \$5.75 to \$6.50 is now named, as to quality and quantity.

Patchouly is in improved position owing to scarcity, and holders now ask \$4.50, an advance of 50c.

Pennyroyal is in seasonably light demand and bids are being entertained by most holders at a lower range, \$1.15 being named in some instances.

Peppermint is meeting with a fair inquiry, but business is somewhat restricted, owing to the firm views entertained by holders, who decline to shade \$1.80, though it is reported that sales are being made in some quarters at a slight cut from this figure.

Wintergreen of the new distillation has not yet reached this market and holders in the country are offering sparingly and at high figures.

Wormwood is scarce and in demand, and some holders decline to shade \$6.75, though small lots are offering within the range of \$6.00 to \$6.25.

GUMS.

Aloes of the various grades have been in slightly better demand, but quotations are nominally unchanged at 3¾c to 4c for Curacao, 6c to 6½c for cakes, and 20c to 25c for Socotrine.

Arabic is a trifle easier and local holders offer at a fractional decline, quoting 34c to 37c for first picked, 23c to 27c for second, and 9c to 10¼c for sorts, as to quality.

Asafetida is only in limited demand, but prices are maintained at the range of 28c to 30c, as to quality and quantity.

Camphor has declined in the interval, domestic refiners marking down quotations to 56c to 56½c for barrels and cases, respectively.

Chicle is weak and neglected, and holders now quote 30c to 32c.

Olibanum is in light supply and holders generally have advanced their quotations to the range of 9c to 10c.

Senegal, sorts, offer more freely at a fractional decline, 12c to 13c being now named; picked is nominally unchanged at 15c to 21c, while siftings are quoted 8c to 10c.

Tragacanth is in improved position owing to stronger cables, Aleppo first being quoted at 67c to 70c, and seconds at 55c to 65c, as to grade.

ROOTS.

Alkanet in a small way is passing out to the trade at 5½c to 6c.

Calamus is quiet, but values are steady at the previous range of 25c to 30c for bleached and 7c to 12c for unbleached.

Ginger, Jamaica, is tending upward, recent sales from first hand having been made up to 10c for unbleached, while bleached is held at 11c to 13c.

Golden Seal is neglected at the moment and prices are barely steady at 52½c to 55c, as to quality and quantity.

Ipecac is only in limited demand, but the available stock is small and values are fairly well sustained at the range of \$2.70 to \$2.80 for Rio, and \$1.70 to \$1.75 for Carthageua.

Senega is offered more freely from producing points and the spot market is easier, with quotations reduced to 53c to 55c.

Serpentaria is scarce and wanted, and holders now ask 41c to 43c.

Snake, Canada, is finding sale in a small way at 19c to 26c.

Valerian, German, is scarce and firm at 15c to 16c.

SEEDS.

Anise is meeting with increased inquiry, but the available supply is small, and holders are quoting 10c to 10½c for Italian, 5½c to 6c for German and 7c to 7½c for Levant.

Canary continues held and selling at the recent advance to 2½c to 2¾c for Sicily and 2½c to 2¾c for Smyrna.

Colchicum continues scarce, and nothing now offers below 50c, and the tendency is still upward.

Larkspur continues scarce, and holders are firm in their views at \$1.00.

Lobelia of the new crop is coming forward, and we hear of a few transactions at \$1.25, a figure which could probably be shaded on a firm bid.

Mustard is a shade easier for California brown, which is quoted at 4c to 4¼c. Yellow is held at 5½c to 6c for English, 4½c to 5c for California and 4c to 4½c for German.

Sunflower, new crop, is offered for sale at 3¼c to 3¾c, as to quantity, and a fair business is passing at this range.

Merck & Co. to Build Chemical Works.

The Merck Chemical Co., of Rahway, N. J., is reported as about to commence the erection of what will be one of the largest chemical factories in the country. J. W. Ferguson, of Paterson, N. J., has been awarded the contract for the first group of buildings, consisting of a factory two stories high, forty feet wide and ninety-six feet long; also, one two stories high, thirty-two feet wide and ninety-six feet long; also, one one story high; a coal storage shed, one story; a warehouse, two stories high; a boiler and engine house, one story high, and a building for the storage of raw material, two stories high. These buildings will all be of brick and iron construction, and made as nearly fire proof as possible. The mechanical equipment will consist principally of machinery of foreign manufacture, constructed specially for the chemical operations.

Four Great Physicians.

Dr. Hunter McGuire, of Richmond, Dr. J. M. Da Costa and Dr. Alfred Stille, of Philadelphia, and Dr. Lewis A. Sayre, of New York City, all eminent in the profession of medicine, died last spring within a few weeks of each other. The Arlington Chemical Company, Yonkers, N. Y., have prepared a handsome and artistic panel, with portraits of these four physicians, which would be an ornament to the office of any physician. Copies of this can be obtained by physicians who will write to the Arlington Chemical Co. at Yonkers, mentioning the AMERICAN DRUGGIST.

Dr. Payne Succeeds Himself.

Dr. George F. Payne, of Atlanta, Ga., has been appointed to succeed himself on the State Board of Pharmacy by Governor Candler, after a ballot of the members of the State Association had been taken to determine their preference, as between Dr. Payne and H. H. Arrington, who was a candidate for the same office. One hundred and fifty-three votes were cast for Dr. Payne, and one hundred and nine for H. H. Arrington, his opponent.

THE KNIGHTS OF THE ROAD.

Notes of the Travelers Caught on the Fly.



CHARLES F. KADE,

General Manager of the M. Winter Lumber Co., Sheboygan, Wis.

We take pleasure in presenting to our readers one of the successful business men of the West; a man who has literally carved out his own career, and who has probably designed more attractive drug outfits than any man doing business with the drug trade to-day. The work that is sent out by this company is found in pharmacies between the Gulf of Mexico and Hudson Bay and from the Atlantic to the Pacific. Mr. Kade is very modest and domestic in his tastes and is the possessor of a charming wife and four children.

John F. Love, of Schieffelin & Co.'s traveling forces, was a visitor to New York City recently.

A new member of Schieffelin & Co.'s forces on the road is A. L. Yeager, formerly with W. R. Warner & Co., Philadelphia.

John Gleichman, who travels for Rosengarten & Sons, of Philadelphia, was married to Miss Irvine, of Baltimore, on the 14th ult.

E. H. Powell, who represents Lehn & Fink in New York State, and H. Laughlin, who covers New England for the house, were in the city recently.

Jacob Well, who is well and favorably known to the local drug trade as the former representative of Max Zeller, is now covering his old territory for Schieffelin & Co.

The interests of the Fraser Tablet Triturate Co. will be represented in New Jersey hereafter by F. H. Crooks, who was formerly in the retail drug business in Kalamazoo, Mich.

Mr. Black, of Bauer & Black, of Chicago, recently paid a visit to this city and expressed himself as pleased with the progress his house is making in this territory. O. L. Bleser is doing detail work among the physicians for Bauer & Black and is increasing the demand for their goods.

H. T. Jarrett, the manager of the New York branch of the Mallinckrodt Chemical Works, St. Louis, has been conferring with his traveling staff, and E. T. Green, who visits the jobbing trade in the southern territory, and A. C. Robertson, the New England and Northern New York representative, spent a few days in the city last week, preparatory to taking their regular trips.

Chas. J. Sohni, who covers New York State, Pennsylvania and Ohio for Loudon & Hill, of Philadelphia, importers of sponges and chamols skins, spent a few days at his home in Borough Park, Brooklyn, about the first of November,

having come home to vote. Mr. Sohni will make a visit to Cincinnati and to St. Louis after having settled the local election in New York City.

Philadelphia.—R. Wirth has gone home again thoroughly satisfied that his visits to Philadelphia in behalf of Fougere & Co., of New York, are appreciated. He had to buy a steamer trunk to ship his orders in to his house.

Elston & Bieser, the local representatives of Bauer & Black, have taken advantage of the smallpox scare to introduce their vaccine shields, and in one day took orders aggregating 67 gross, which certainly is a record for one day's orders for shields.

Benjamin Crane, of the Philo Hay Specialties Co., of Newark, N. J., is here doing hard work among the trade.

Charles M. Edwards, of Gilpin, Langdon & Co., of Baltimore, has departed for Pittsburg, carrying his big order book under his arm.

Col. James M. Whitecar, of the Smith, Kline & French Co., has been actively engaged in fighting for clean politics in his ward, and his resonant voice could be heard nearly every night advocating honesty and reform, and those of us who know the Colonel know that it was not done in any half-hearted way, either.

Buffalo.—The importing house of Thurston & Braidich sends to Buffalo as a somewhat occasional visitor W. P. Smith, who has just covered the route with advantage to all concerned.

A. G. Singleton, who covers this territory for the drug side of Armour & Co., Chicago, spent a part of the last half of October looking up trade and taking a hand in the company's Pan-American exhibit.

George E. Burrows was back on his regular round of business in the interest of Schieffelin & Co., spending a season in the city about the middle of the month.

Another good salesman, who keeps steady company with the Buffalo end of his trade, A. J. Mansell, was here soon after the middle, selling goods for Peek & Velsor.

J. G. Lampe, whom we see occasionally, with goods from the Baltimore house of Wm. A. Tootle & Co., was in Buffalo after the middle of October for a while and did a good business.

Edward V. Killeen is practically a new man with us, but is none the less welcome on that account. He was here October 19 selling goods for George Lueders & Co.

A. U. Andrus, head of the house of his name, but late of the firm of Lazell, Dalley & Co., was in Buffalo on the 19th, looking up the best interests of his crude drug trade.

F. H. Van Baemle, an occasional trade visitor, came to Buffalo on the 21st with his usual list of rubber goods from the Mechanical Rubber Company of Cleveland.

One of the best known and most valuable men on the road, George H. Macy, still covers the Buffalo territory for Dodge & Olcott. He was in the city late in October.

Justin Keith, who has been covering territory beyond the Mississippi, returned East late in October, and stopped off in Buffalo as usual in the interest of the drug specialties of J. L. Hopkins & Co.

H. H. Cheney, who represents the well-known Dupont brush house of Glaenger, Freres & Rheinboldt, spent some days in Buffalo lately in the interest of his trade.

G. W. Corning, who still stamps "Alpha" on his advance cards, began November in Buffalo, looking, as usual, to the best interests of the specialties of Parker, Stearns & Sutton.

Another November comer, with a full list of things that druggists need, was Harry L. Leach, who for a considerable time has represented the Cincinnati house of W. W. Johnson & Co.

Wallace & Co., of Mint Jujube fame, not excepting chocolates and confections, send to Buffalo, as usual, their favorite traveling man, Mr. Davis, who covered the city with his usual good sales.

F. L. Bodman, Parke, Davis & Co.'s new salesman, though not so new as he was, and already a welcome visitor, sold a lot of their goods in the city early in November. He represents the New York branch.

J. S. Marvin spent a few days in Buffalo about the first of No-

vember, looking after the special trade of Seabury & Johnson, not forgetting to call attention to the fact that the exhibit of the house at the Pan-American Exposition obtained the highest award—a gold medal.

Boston.—C. H. Streit was about town a few days ago. He was talking up the specialty of the Danderine Company, of New York.

H. Leerburger has been with us recently. His hobby is essential oils and he secured a number of orders for his house.

W. R. Tilbury, an English expert in tooth brushes, has been calling on the trade. His trip here was successful.

G. B. Evans sold a quantity of fancy goods during his late calls on the druggists of this city.

W. B. Berry is still hustling things for James W. Tufts, of this city. He is sending an unusually large number of orders to the home office.

Chicago.—C. C. Lake has succeeded H. S. Maynard as manager of the Chicago house of Eli Lilly & Co. Mr. Lake's career has been meteoric, as he has been in the employ of the firm only two years.

A. J. Horlick, of the Horlick's Food Co., Racine, Wis., was a recent caller at the Chicago office of the AMERICAN DRUGGIST.

Frank L. E. Gauss, formerly manager of the St. Louis house of the Searle & Hereth Co., has been transferred to the main office at Chicago, and is now special representative of the S. & H. Co. He will, however, spend one week in each month with his friends in St. Louis.

C. Frisius, of the Chicago house of Sharp & Dohme, was at the headquarters on the 5th for special instructions from Manager C. E. Matthews. Mr. Frisius is the Indiana representative.

F. A. Moore, vice-president of the R. Hillier's Sons Co., has been working the jobbers and manufacturers of Chicago, and success attended his efforts. Mr. Moore comes to us quarterly and autographs at the Sherman House.

H. G. Young is now on the staff of travelers of the Searle & Hereth Co. He covers the territory south of St. Louis, and was formerly with Eli Lilly & Co.

E. C. Tracey, manager of the supplies department of the American Soda Fountain Co., with headquarters at Boston, has been on a trip to the Chicago office to see R. W. Walker, manager of the local branch. Mr. Tracey went on to St. Louis.

S. W. Silsbee, for twenty years a soda fountain salesman, is now Southern representative for the L. A. Beecker Co. Mr. Silsbee is one of the smoothest talkers in the business, and was with James W. Tufts when L. A. Beecker was with Chas. Lippincott & Co.

Friends of Vernon Waldron, of Brown & Waldron, who represent Merck & Co. and Johnson & Johnson on the Pacific Coast, are congratulating him over the success of his little daughter, Marjorie, in the "Pan-American Beauty Contest." The little girl, who is five years old, won a \$100 prize, and her picture shows that the judges made a good decision.

Cincinnati.—Henry Beck, representing Dodge & Olcott, of New York and Chicago, was here recently taking orders for essential oils.

Powers & Weightman, of Philadelphia, were represented here last week by Mr. Rossiter, who has many friends in this part of the country.

Charles Griffith, one of the best-known traveling men in the country, was here recently taking orders for Herf & Freericks of St. Louis.

Frank Pike and Clint Browning, who sell the products of Sharp & Dohme, saw their many local friends here during the past week.

George Dromheger, one of the best-known traveling men representing the Mallinckrodt Chemical Company, was here yesterday taking orders.

A commercial tourist, who paid a recent visit to the Queen City, was Edward J. George, representing the Duval Rubber Company.

George M. Smyth, one of the hustlers of the road, was here the other day taking orders for the firm of John M. Maris & Company.

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PHARMACISTS IN POLITICS.

THE AMERICAN DRUGGIST has always been a firm believer in the desirability of pharmacists taking a prominent part in the public affairs of the community, being convinced that attention to such matters tends to increase the individual influence of the pharmacist, as well as to elevate the profession as a body in the public esteem. It is therefore with a certain pardonable sense of gratification and pride that this journal learns of the success of a large number of pharmaceutical candidates at the recent elections, and it is to be hoped that the example of the public spirited members of our craft who have achieved success this year in the political arena will find many followers in the future. For, if it is only to view the matter in its business bearings, it is very evident that pharmacists, by taking a prominent part in outside interests of a political character, contribute not a little to the success of their business, and fulfill besides the duty touched upon by Bacon in that memorable maxim, where he holds that members of a profession are debtors to that profession, and should endeavor in amends to be a help and an ornament thereunto.

THE TETANUS CASES IN CAMDEN AND ST. LOUIS.

SINCE the publication of our last issue, in which reference was made to the outbreak of tetanus in St. Louis, following the administration of contaminated diphtheria antitoxin, some ten cases of tetanus have developed among children in Camden, N. J., and its vicinity, following vaccination against variola, and the general public has jumped to the conclusion that the tetanus infection was conveyed in the vaccine virus. A careful investigation of the subject made by the Camden Board of Health shows, however, this conclusion to have no real foundation in fact.

The shortest period elapsing between the date of vaccination and the occurrence of tetanus symptoms in these cases was nineteen days, while investigations by Sternberg, Osler and others show that no well authenticated cases of tetanus have been recorded in which the period of incubation was greater than nine days, the average period of incubation being put at from five to seven days. In the Camden cases the ordinary laws of cleanliness were not observed, nor were the physicians consulted at all from the date of vaccination until the onset of the tetanic symptoms. All the vaccine virus used has been subjected to bacteriological examination, and in no instance have any tetanus germs been discovered. During the past month over a million people in and near Philadel-

phia have been vaccinated, and only ten cases of tetanus have been reported. Had any of the vaccine used been contaminated, there is no question but that a larger number of cases of tetanus would have occurred. In fact, the number of cases of tetanus is not at all large in proportion to the total number of operations, particularly when it is remembered that the public is prone to be extremely careless in its treatment of the wounds of vaccination, in many cases disregarding the ordinary laws of cleanliness, while it is rare to find a case of tetanus developing where the wound has been treated with proper antiseptic precautions.

We have gone into this matter at some length, setting the facts clearly before our readers so that they may be able to do something toward allaying the public alarm which has been aroused by these cases. There is no question but that vaccination has been one of the greatest boons conferred by medicine upon man, and it is highly important that every intelligent person should do all that is possible to prevent the spread of unnecessary and ill-founded alarm from the accidental occurrence of tetanus following, but in no wise due to vaccination.

Quite a different state of affairs was found in St. Louis. A commission of expert bacteriologists investigated the conditions surrounding the outbreak of tetanus in that city following injections of diphtheria antitoxin furnished by the city Health Department. Their investigations embraced studies of the conditions noted at the post mortem examinations of the majority of the fourteen cases of tetanus in which death resulted. As a result of these investigations the commission states that the antitoxin was sterile, containing neither spores nor developed bacilli of tetanus. Antitoxin drawn from a horse on September 30, which developed tetanus on October 2, and was killed, was sent out by the Health Department, some of it being labeled August 24, and some with the proper date, September 30. The tetanus cases were attributed to preformed tetanus toxines present in the serum drawn September 30, and this serum would not have been issued had the proper animal tests been applied. This report was accepted by the coroner, and formed the basis of his verdict in the fourteen deaths reported. On the other hand, the city bacteriologist having in charge the preparation of the serum, Dr. Arnold Ravold, insists upon the correctness of his statement that all the serum drawn on September 30 was poured by him into the sink.

If the findings of the bacteriologists are supported it would seem that there is nothing in the history of these cases tending to bring into disrepute the use of diphtheria antitoxin. That there is always present the possibility of grave results following any carelessness in the method of preparation of antitoxin serums has long been known, and these dangers guarded against by the majority of producers. The sad history of the results of apparent carelessness in this case should so thoroughly impress all who have to do with the preparation of antitoxin with the vital importance of the most scrupulous attention to every detail of securing complete asepsis that we should never again have to record any such tragic occurrence.

AGREED UPON AN AMENDMENT.

THE agreement reached among the representatives of the various local pharmaceutical associations in the division of territory known under the State Pharmacy Law of New York as the Eastern Section, and which is reported on another page, must be a source of considerable satisfaction to everybody concerned. Harmony has not always been a distinguishing characteristic of the relations between the various local associations, and a great gain has been made when these representatives of different associations can come together and vote as a unit upon a matter of so much importance as an amendment to the State Pharmacy Law. It is true that a compromise had to be made, and that the passage of the proposed amendment will not mean a uniform pharmacy law in the complete sense of the term. For while the right to vote for the election of members of the board is the privilege under the law of every registered pharmacist in the Middle and Western sections of the State, without regard to their affiliation with local organizations, this privilege in the Eastern Section is confined by the term of the agreement referred to to the members of regularly incorporated pharmaceutical associations, whose membership is limited to licensed pharmacists under the State Pharmacy Law. It was generally recognized that to throw open the franchise to all and sundry—that is, to all the registered pharmacists in the Eastern Section, without regard to their possible membership in a regularly incorporated association—would not be productive of the best results; and while this in some measure constitutes a reflection on a large number of well-educated pharmacists who may not be fully alive to the particular benefits of organization, there is a good deal to be said in favor of the action taken, and we repeat that the pharmacists of Greater New York, and the rest of the territory comprised in the Eastern Section, are to be congratulated on the result of the conference, which will mean the introduction in the Legislature of an amendment to the Pharmacy Law extending the franchise to the members of several organizations which had been heretofore denied any representation.

If the adoption of the amendment as finally agreed upon will stimulate the development of local pharmaceutical associations, as it seems likely to, little will be left to criticise. The outcome of the passage of the amendment will, however, be watched with interest by a large number of pharmacists doing business in New York City. A full report of the conference, in which the results accomplished are amply set forth, will be found in our news columns.

Greeting from Far Australia.

I have much pleasure in inclosing my subscription (\$2.50) to your journal for next year. During the last few years I have had a great amount of hints and good information from it, and I sincerely esteem it a most progressive journal in every respect.

M. J. ARNESEN.

Wagga Wagga, New South Wales, Australia, Oct. 14, 1901.

NOTES OF PRACTICE.

BY FRANK EDEL.

Carthage, Mo.

Ointment of Yellow Mercuric Oxide.

From time to time we see recommended in the journals the use of freshly prepared yellow mercuric oxide for the manufacture of the ointment¹. While the freshly prepared oxide does undoubtedly furnish an ideal ointment, the process is not one that commends itself to the pharmacist who has to make the ointment frequently and in small quantities. There is no other ointment in the entire list of official ointments that calls for the exercise of so much care in its manufacture, and which so frequently turns out so unsatisfactory with the observance of even the most extreme care. Perhaps the best method of making this ointment which I have seen was that followed in the pharmacy of the late Walter Scott, of Des Moines. Scott's method of preparation was exceedingly simple and yielded a first-class ointment. I may describe it briefly by saying he started with a chemically pure oxide of mercury. Placing the required quantity of this in a mortar or on a pill tile, he triturated it thoroughly with distilled water, using a horn or rubber spatula to rub it up. This reduces the oxide to a fine paste, free from gritty or hard particles, and which can be readily mixed to a smooth ointment, with soft petrolatum, or benzoated lard. The ointment can be made very rapidly by this method, and the product is in every way equal to that in which freshly precipitated oxide is used.

Aromatic Cascara Sagrada.

Some eight or nine years ago, at the suggestion of Thomas J. Keenan, the associate editor of the AMERICAN DRUGGIST, the writer conducted a series of experiments with the view of formulating a working process for the manufacture of aromatic fluid extract of cascara. The result of these experiments, which covered a period of three months, demonstrated that in order to produce a preparation the equal of the best on the market it was necessary to sweeten the extract by the addition of saccharin in the proportion of 30 grains to each pint of extract. With the use of saccharin it is possible to produce a thoroughly palatable and satisfactory preparation, while without it—and I say it advisedly—it is not possible. The aromatic fluid extract of the National Formulary needs but the addition of saccharin to make a complete and satisfactory product, and the same may be said of several preparations of the National Formulary.

The Preparation of Aromatic Waters.

Much has been written on the subject of the aromatic waters of the Pharmacopœia. With every revision of the Pharmacopœia we find revised methods of making these seemingly simple preparations. It has been suggested in an English periodical to use an excess of oil in the manufacture of such waters on the theory that some of the aromatic constituents of the oil are more soluble in the menstruum than the oils themselves. Experiment on my own account has satisfied me of the correctness of this theory, but the process described in the English periodical was not found practicable in actual experience.

The manufacture of aromatic waters was a bothersome problem to me during my connection with a wholesale house. It was found inadvisable to manufacture the waters in bulk, since they would not keep their aroma for any length of time, and after much experimenting I began to use the process of distillation, using an excess of oil and allowing the oil to pass over to a limited extent

with the water. The distillate was placed in containers of suitable size and corked, the excess of oil rising to the surface on standing being allowed to remain. Water left in contact with the oil in excess in this manner remains sweet and fresh for six or eight months at a time. I have never tried the process with rose or orange flower waters. The waters made from the oils of either rose or orange flower are poor substitutes for the waters distilled from the flowers.

The imported flavoring waters keep perfectly under proper manipulation. If they appear to be losing their characteristic odor all that is necessary to restore them is to remove the cork from the container and allow access of air for twenty-four or forty-eight hours, at the expiration of which time the waters will be found to have recovered their aroma.

Unguentum Zinci Oxidi.

A careful following of the pharmacopœial directions for the manufacture of ointments of zinc oxide may be all that is necessary for the production of a satisfactory article; but in my case more has depended on the kind of ground zinc oxide that is used. In the wholesale laboratories, where the ointment is made on a large scale, I have found nothing so satisfactory as a proper grinding of the ointment in a paint mill. In manufacturing the ointment on a small scale I have always been highly pleased with the results obtained from the use of C. P. zinc oxide—i. e., wet process oxide. The ointment can be readily prepared in a small way on a pill tile, or in a large way by incorporating the zinc with the warm benzoated lard in a Wedgewood mortar.

The Manufacture of Compressed Tablets.

Most druggists are familiar with the difficulties in the way of manufacturing compressed tablets on a small scale. My experience with the manufacture of tablets now covers a period of over six years, and leads me to say that two things must be observed in the manufacture of this class of goods: (1) The tablets should be compressed firmly enough to make them hard, permanent and slightly. (2) No adhesive excipient should be used that interferes to the slightest extent with the solubility of the tablet.

I have found it impossible to get satisfactory results with any of the machines on the market unless the powder was first properly granulated and dried. The principal trouble is in the drying, it being a matter of difficulty to properly regulate the heat, and few or none of the different makes of drying ovens are satisfactory in this respect.

A Convenient Drier.

I am now using a drier of my own design, which I have found very convenient in practice. It consists of a box 36 inches long, 22 inches high and 28 inches wide, one end being fitted with a drop door and the other with swinging doors. Skeleton shelves, with a cheese cloth floor, are fitted to slide in at the front, and go back to within 10 inches of the drop door at the back. The shelves are situated 2 inches apart, the first shelf being 3 inches from the top. The back door and the interior of the box for 10 inches are covered with asbestos paper. This completes the drying oven proper, but an important part of the equipment is the lamp. In order to obtain a heat that could be easily regulated I took four No. 2 sun burners and fitted them to a copper reservoir, made so as to fit snugly into the rear part of the drying oven. The burners were fitted with long glass chimneys, and holes were cut in the top of the oven directly over each chimney. Then by placing the granulated powder on a sheet of white paper and laying this in turn on the cheese-cloth-covered frame, I am ready to begin work. I first fill the copper reservoir with coal oil and trim the lamps. The

¹ See AMERICAN DRUGGIST, XXXV, 12, p. 821.

lamps are then lighted, turned low and placed in the oven, and the doors closed. In this way I can dry any ordinary powders to a nicety, the heat being regulated by simply lowering or raising the wick of the lamp. I use a Stokes machine for compressing the tablets, and when the powder is properly dried and the machine lubricated, I have no trouble in compressing 60 to 80 tablets a minute.

Lanolin-Glycerin Ointment.

It is not generally known that a mixture of one part of anhydrous lanolin and three parts of petrolatum will readily take up four parts of glycerin and hold it perfectly. I made this observation in the course of practical work several years ago.

A Suggestion in re. Soap Liniment.

The Committee on Revision of the Pharmacopœia could not do better than recommend a formula for a soap made from oleic acid and soda for use in camphorated soap liniment. This liniment is still a bugbear with many pharmacists, and largely on account of the fact that the soap used in its manufacture is not a pure oleate. This can be remedied as indicated, when the formula will be perfect.

November 12, 1901.

HOW WE INCREASED OUR PRESCRIPTION BUSINESS.¹

BY WILLIAM KAEMMERER, PH.G.
Columbus, O.

FINDING our prescription business in an unsatisfactory condition, we determined to do something to revive it. It was evident that we were not filling as many prescriptions as we ought to fill, although prepared in every way to do a first-class prescription business.

After thinking over several plans as to how we could best accomplish our object, we decided that the best and least expensive way would be to make personal calls upon the physicians, show samples of our work and explain matters of interest in our prescription department. Accordingly, I filled a good sized grip with samples and went to work among the physicians.

My samples consisted mostly of galenical preparations, a few crude drugs and chemicals and some extemporaneous preparations which required skill in compounding.

In order to make the scope and character of the work better understood, I will repeat in a general way the conversation I had with the physician. It must be borne in mind, however, that samples were shown and examined as the conversation proceeded.

After gaining an audience with the physician and opening up my samples I would explain the object of my visit, as follows:

Doctor, I haven't anything to sell, nor anything to give away, and I am not going to worry you with any new preparations or new cures. My object is to show what we can do in the way of fine prescription work, and in that way increase our prescription business. We manufacture a complete line of elixirs. They are of the same strength and composition as those usually found on the market. We are in position to manufacture anything in this line that you may wish to prescribe. In order to show what they are like I have brought a few of them with me.

This is our Simple Elixir or Elixir Simplex. You will find this a most pleasant and agreeable vehicle. It is composed of sugar, water and alcohol, and is highly flavored with fresh oil of sweet orange. It is clear, colorless, and of a true orange flavor. We use this as a base for all of our elixirs. The reason you do not always get an elixir like this when you prescribe is because proper care is not always exercised in selecting the

oil of orange. Oil of orange turns rancid very readily, and when used in that condition, will forever ruin an elixir.

This is our Red Elixir or Elixir Rubrum. No doubt you have often prescribed it. It is nothing else but our simple elixir colored red. As a coloring agent we use nothing but cochineal, which is perfectly harmless; we never use aniline in any of our elixirs.

Our Elixir of Calisaya represents the equivalent in alkaloids of five grains of calisaya bark in each teaspoonful; it is useful as a simple tonic.

Our Elixir of Potassium Bromide contains ten grains of potassium bromide in each teaspoonful.

Our Elixir of Sodium Bromide also contains ten grains of the salt to each teaspoonful.

Our Elixir of Ammonium Bromide contains five grains of the salt to each teaspoonful.

Our Elixir of Ammonium Valerianate contains two grains of ammonium valerianate in each teaspoonful. In this elixir we have to a great extent masked the odor of the salt without in any way affecting its medicinal properties. This is done chiefly by neutralizing the valerianate of ammonia. Ammonium valerianate, as found on the market, is always acid, owing to the escape of some of the ammonia. It is the valeric acid which has such a disagreeable odor, and when neutralized with ammonia water the odor is almost completely overcome. Whenever we receive a prescription calling for ammonium valerianate we are always careful to neutralize the valerianate of ammonia before sending it out, and you will never have your patients complain about the disagreeable odor.

Our Elixir of Calisaya and Iron.—Each teaspoonful contains two grains of citrate of iron and five grains of calisaya bark.

Our Elixir of Calisaya Iron and Strychnine. Each teaspoonful contains five grains of calisaya, two grains of citrate of iron and 1-50 grain of strychnine.

Our Elixir of Calisaya and Tincture of Chloride of Iron.—Each teaspoonful contains five grains of calisaya bark and five minims of tincture of chloride of iron.

Our Elixir of Gentian.—This is about half the strength of compound tincture of gentian. Our Elixir of Gentian with Tincture of Chloride of Iron contains in addition five minims of tincture of chloride of iron to each teaspoonful.

Our Elixir of Calisaya and Pyrophosphate of Iron.—Five grains of calisaya and two grains of pyrophosphate of iron in each teaspoonful.

Our Elixir of Pyrophosphate of Iron, Quinine and Strychnine.—Each teaspoonful contains two grains of pyrophosphate of iron, one half grain of quinine and 1-64 of a grain of strychnine.

Here is one I would particularly call your attention to—our Elixir of Terpin Hydrate. It is different from any other elixir of terpin hydrate on the market. It contains full three grains of terpin hydrate in each teaspoonful, enough to get results. All other elixirs of terpin hydrate on the market contain only one grain to each teaspoonful, an amount entirely too small to be of much value. The minimum dose of terpin hydrate is three grains. Like all the rest of our elixirs it is flavored with oil of sweet orange.

Our Elixir of Terpin hydrate and codeine contains in addition $\frac{1}{2}$ grain of codeine in each teaspoonful.

Our Elixir of Terpin Hydrate and Heroin contains three grains of terpin hydrate and 1-24 grain of heroin in each teaspoonful. This is our Simple Syrup. It is prepared by percolation, which avoids the use of heat, insures a thoroughly saturated solution and removes all coloring matter, rendering preparations made with it less liable to decompose, also adding to their appearance. A heavy syrup acts as a preservative agent, whereas a weak syrup will do just the opposite, often starting a fermentation. We use this syrup as a base for nearly all our syrups.

Our Syrup of Wild Cherry is of the same strength as the U. S. P. syrup and will mix with water without precipitation. There is nothing so disappointing to a physician as to receive a muddy mixture when he was expecting to receive a clear, bright preparation.

Syrup of Ipecac, when properly prepared according to the Pharmacopœia is a permanent, clear and transparent syrup, and is not the muddy mixture made by simply adding the fluid extract to simple syrup and frequently dispensed.

Syrup of Iodide of Iron.—This is of our own manufacture; it is a permanent preparation, unaffected by exposure to light or contact with air.

Syrup of Hydriodic Acid.—This is also of our own manufacture. It contains 1 per cent. of hydriodic acid. Each fluid ounce represents a little over six and a half grains of iodine, or is equivalent to a little over eight and a half grains of potassium iodide. It has an agreeable acid taste and is useful where the patient cannot tolerate potassium iodide.

¹Read at the St. Louis meeting of the American Pharmaceutical Association.

Our 100 per cent. Solution of Phosphate of Soda.—Each teaspoonful represents sixty grains of sodium phosphate, U. S. P. It is prepared without the addition of any foreign chemicals, such as sodium nitrate, usually employed by other manufacturers. It contains a slight excess of phosphoric acid. An agreeable effervescent phosphate of soda can readily be made from this solution by dissolving about fifteen grains of bicarbonate of soda in a half tumblerful of water and adding a teaspoonful of the solution.

Our Tasteless Castor Oil.—This is the best quality of castor oil, sweetened with saccharin and flavored with some essential oil.

Our Essence of Pepsin.—Very active and far superior to the usual run of wines and elixirs of pepsin found on the market. Each dessertspoonful represents 3 grains of pepsin, U. S. P.

This is a sample of Muscatel wine we keep in stock. It has a fine flavor and is almost free from tannin.

Here is a sample of our Tincture of Digitalis. I brought this along to call your attention to how it is manufactured. It is manufactured direct from the leaves. Here is a tincture made by diluting the fluid extract, quite a different preparation, and will not give the results obtained by using a tincture of digitalis prepared from the leaves. We make nearly all our tinctures from the drugs themselves, especially the important ones. Diluted fluid extracts are not tinctures. When the physician writes tincture he does not want his patient to have a diluted fluid extract.

Here is another important preparation, Infusion of Digitalis. What I have said in regard to making tinctures from fluid extracts applies with a great deal more force to the making of infusions from fluid extracts, and in this instance particularly, Infusion of Digitalis, it is not only wrong but criminal to dispense such a preparation. Fluid extract of digitalis is prepared with alcohol, which extracts certain principles of digitalis which are harmful in most cases where the infusion of digitalis is especially valuable.

Doctor, you cannot be too careful in selecting your pharmacist and directing your patients to have your prescriptions prepared by him. A little matter like what I have just shown you here often may mean life or death, success or failure.

Here are some samples of Digitalis, Belladonna and Hyoscyamus, showing you exactly the quality of drugs we use in making these important tinctures.

Now as to the finished prescription, the prescription as it reaches the patient. All of our prescriptions are neatly wrapped with this red paper and tied with thin twine. We never use this paper for anything else, reserving it especially for prescriptions. For all liquid preparations we use a good long cork and cap each bottle. Capping is done entirely by hand. We use no ready-made caps. External appearance often forms the patient's only means of judging a medicine. If it is badly wrapped, without much attempt at neatness, he is apt to think the medicine is not of much account, and nine times out of ten he is not much out of the way in coming to such a conclusion.

Konseals.—We carry all the different sizes and have a machine for closing them. They are not used very often, but occasionally they are useful, especially when you wish to give a bulky powder, such as trional or sulphonal.

For powder papers we use nothing but parchment paper, which we have cut in suitable sizes.

Here are a few filled capsules of sandalwood, copaiba, and Haarlem oil, showing how completely we seal every capsule. Here is the one with Haarlem oil. You know what a disagreeable odor there is about Haarlem oil. If I had not told you these were Haarlem oil you never would have suspected it, at least not by the odor. It is the same with the other capsules of sandalwood and copaiba. Whenever an oil is directed to be dispensed in capsules we are careful to seal every one of them. You will not be bothered by the patient coming back to you and complaining about the taste or smell, or that they did not do him any good because half of them leaked out.

Here is another capsule which you cannot tell what it contains. It is not quinine, although it looks very much like a quinine capsule. They are asafetida capsules, and this is what we make them of: Very select tears of asafetida, entirely free from all impurities, no dirt and no sand. This is the kind we use in all our prescriptions and in all preparations of asafetida. Asafetida is one of the most valuable medicines we have in the whole materia medica, but the physician is very often disappointed in his results because his patient has been given a poor quality of asafetida. Here is the common asafetida. There is quite a difference. One costs about a dollar and sixty-five cents, the other only thirty-five or forty cents a pound. You couldn't expect to get the same results from the one as you would from the other.

I do not know what the manufacturers use in preparing

their ready-made pills. I don't believe they use the same quality of asafetida that we use in preparing prescriptions. These asafetida capsules are made by massing asafetida with a little soap and then rolling and dividing it on a pill tile. Each division is then rolled in flour and with the aid of a pin they are put into capsules, the fingers never coming in contact with the asafetida. These precautions are taken so that the patient will never know he is taking asafetida. He will think he is taking quinine.

Tablet Triturates.—We are prepared to make them extemporaneously. Here are some that I have made. They are firm, but at the same time they can be readily crushed between the fingers. Sugar of milk is used as a base. Should you have any unusual formula you wish to prescribe in tablet form, or if you should want a fresh tablet we are in a position to make them on short notice.

Here are a few pills. I have brought these along in order to show what we can do in the way of making pills.

The pills in this box are not sugar coated pills, they are just the common everyday plain two grain quinine pills. You will notice that they are all alike, every one of them round as a shot and white as snow. That is just the kind of a pill we always dispense. You will never find in a batch of pills coming from our store some that are large and others small, neither will you find them to be of different shapes—some three cornered and some four cornered. Another point, if the ingredients entering into the composition of a pill are white, your patient is going to get a white pill.

Here are some silver coated and gold coated pills. We can coat any pill for you with either gold or silver. We use nothing but pure gold leaf and pure silver leaf. We can also sugar coat them, or chocolate coat them, whichever you may direct on your prescription.

Here are some pills that we do not make. They are the commercial, ready-made Bland's Pills. Here is one I have broken in two. I had to use a hammer to do it. Just take a good look at that pill. That pill has been actually painted black and varnished in order to make it look nice. You would not expect to get any results from a pill like that, would you?

If you want to be sure of good results when you wish to give Bland's pills, always order them freshly made. These are some of our own make of Bland's pills. We never keep them on hand ready made, as they are only fit to use a short time after making them.

Suppositories.—We make them on short notice and of any composition you may wish. In making them we use nothing but pure cacao butter. They are uniform throughout. You will not find among suppositories that we have made one light colored one and one dark one, or one marbled and another speckled. Here is one I have cut in two in order to show how well they are made.

We are also prepared to make bougies, either of gelatin or cacao butter, and by any formula you wish to use. It sometimes happens that a physician has a case requiring something of this kind, but hesitates to prescribe them because he does not know just where he can send his patient to have them put up.

Citrate of Magnesia.—We never keep any made up. We always prepare it fresh. We also use the new patent stoppered bottles. Likewise we never keep any Spirit of Mindererus nor Solution of Potassium Citrate made up.

Now as to Chemicals. We keep a separate set of pure chemicals especially for use in prescriptions. The kind of chemicals we sell over the counter for mechanical purposes and for use in the arts we would never think of using in a prescription. We think that in medicine, where the health and happiness of a patient are at stake, the best is none too good.

Take, for instance, Ammonium Chloride, chemically pure. This is the kind we use in our prescriptions. Notice how nice and white it is and free from odor. Here is a sample of the commercial article; some druggists keep only this kind and use it for all purposes. Notice the color and odor. It smells like common muriatic acid.

Sodium Bicarbonate, pure, is free from dust and dirt and tastes quite different from the common baking soda.

Tannic Acid.—Pure and completely soluble in water, making a clear solution. Here is the common tannic acid, not entirely soluble and making a dark solution.

It is the same with Sodium Salicylate. Here we have the refined sodium salicylate, pure, white, forming with water a colorless solution without the necessity of filtering. It is odorless and of a pure, sweet taste.

Here is some of the common salicylate of soda. It is pink instead of white; its solution in water is not clear and its odor and taste are quite disagreeable.

(To be concluded.)

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE PRESCRIPTION LABORATORY. (Continued.)

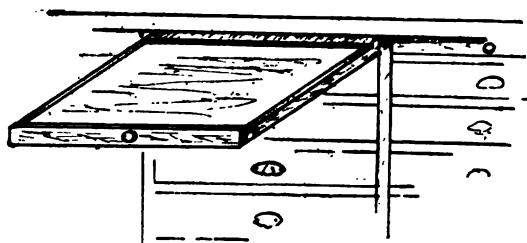
THE best material for the top of the prescription counter is paraffined oak. The top should be not less than $1\frac{1}{2}$ inches in thickness to give the necessary solidity. Preferably it is made from a single plank, but if it is necessary to piece it to get the required dimensions, the sections must be well joined with glue and dowels, or it will be sure to work apart at the joints after awhile; there is an immense amount of wear and tear on the prescription counter where an active business is done.

The top should be a close and straight grained piece of wood, well fastened to the body of the counter by screws, the heads of which are sunk at least half an inch below the surface, and covered with putty. To paraffine the wood, paraffine wax is grated over it and then ironed into the grain of the wood with hot flat irons until the wood is well filled with it. The surplus wax is then scraped off with a blunt edged spatula and a finish imparted to the surface by rubbing it briskly with wads of stiff paper. The operation should be conducted in a warm room, and care should be taken that the irons are not too hot, in order to prevent scorching and discoloring the wood.

A counter top thus treated is water and acid proof, and does not become stained so long as the paraffine coating is intact. After a few years the coating gets worn through and the wood begins to take on stains, when the top should be planed off down to the fresh wood and the surface re-waxed as at first. It is to allow for this planing down that the top is made of an extra thickness at first, but the main reason for using a thick top plank is that it deadens the clanking and pounding of mortar and pestle in powdering and pill massing.

THE WORKING SLIDES.

In the sketch here given is shown the method of fitting a ground or plate glass slab into a working slide. The



Slide Fitted with Glass Plate for Manipulating Ointments, Etc.

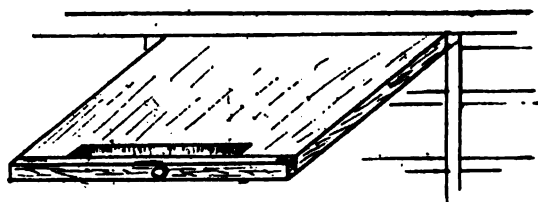
glass should fit rather tightly in its socket at the front and rear edges to prevent shifting; while the sides of the glass plate should be flush with the edges of the slide. The glass is then easily removed for cleaning by sliding it sideways out of its socket. Usually the glass may be cleaned off without removing it from its place.

The working of ointments is especially facilitated by the use of a slab thus immovably fixed, since both hands may be used in the operation and considerable time saved. There is nothing so good as a ground glass surface for this work. The ground glass has a bite to it that enables the operator to rub an ointment out very fine and smooth in the minimum of time. The usual method of holding on to a pill tile with one hand and working the ointment with the other wastes a good deal of energy.

In fact, a prescription counter fitted with a set of slides as described in the preceding number, page 283, is a great saver of time, labor and strength. On a long winded job, as in dry filling a lot of capsules or making up stock pills, the operator may draw up a stool and sit down, the slide being pulled out just the right distance to bring the work under his hands.

DETAILS OF THE SLIDE.

In the sketch of the slide for holding the pill machine, shown herewith, it will be noticed that the slide has a slot near the front edge for receiving the cleat on the bottom of the pill machine. This holds the machine immovable,



Slide for Holding Pill Machine.

so that the toughest mass may be rolled and worked and cut without any slipping or sliding of the machine. This slot should be of a width that will snugly fit the cleats on the pill machines and long enough to take in the cleat on the widest machine, where several machines are used. Unless the cleats of all machines in use are of a uniform width it will be necessary to remove the old cleats and replace them with others of uniform width.

The reverse side of the wooden slide used for folding powders may be used for rolling out suppositories. For this purpose it is well to give it a number of coats of shellac and rub it down flat and smooth with fine pumice and water, using a flat cork or block of soft wood for the rubbing. For convenience in dividing the suppositories a ruling may be scratched across the face of the slide by means of a scratch awl, and a little lampblack and oil rubbed into the scratches to make them more distinct.

A wood surface is preferable to tile or glass upon which to roll out suppositories, since tile or glass chill the surface of the mass and cause it to crumble.

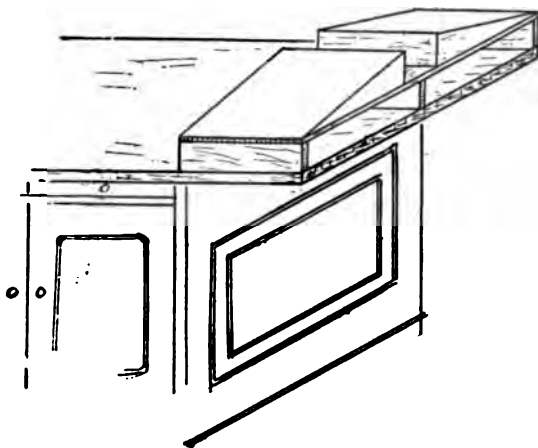
THE LABEL DESK.

I am not in favor of the usual custom of having the desk for writing labels at one end of the prescription counter, but prefer to have it occupy one end of a nearby work table, and such a desk is shown in the sketch here given. The top of this counter overhangs the body of the counter by a little more than a foot, and in this recess is kept a couple of stools that may be drawn out if one desires to sit at the desk, or the stools may be used at the prescription counter as mentioned before. The desk is a double one, so that two persons may write labels at the same time. It is very simply constructed, and may be made without calling in a carpenter. A leather cornered desk blotter holder covers each side of the desk, and in the center space is kept the day prescription file, the ink bottle and the dating machines. A pen rack is fixed to the side of

each desk. The two spaces under the desk hold the last two prescription books.

DEVICE FOR THE DESK PAD.

Upon the leather corners of the top of each desk pad is firmly glued a large cork, over which is slipped the covers and bottoms of pill and powder boxes when numbering and dating these with the steel numberer and dater. One of the corks is round and small enough to take the smallest size of pill box, the other rectangular shaped to fit the smallest powder box, so that these and the larger sizes may be numbered and dated over the same cork. It has been my practice to number and date both the top and



Arrangement of Label Desk at End of Prescription Counter.

bottom of each pill and powder box in filling prescriptions, and also the face and back of each bottle label. As a consequence I have never lost a prescription through being unable to decipher the label since adopting this plan. It frequently happens that a customer loses the lid to a pill or powder box of a prescription that he wishes to have refilled, and if there is no data on the bottom of the box it may not be possible to find the prescription.

This system of dating and numbering has once or twice prevented putting up the wrong prescription; as where a customer has gotten the lids of boxes of like size mixed up. Where a prescription with different numbers on the top and bottom of the box is brought in the customer's attention is called to the matter and the fact ascertained as to which medicine is wanted. To accomplish this result we had the maker of the numbering machine change the duplicating mechanism to a triplicating one, so that the machine prints the same number three times before changing.

I have found that one of the best inks for steel numbering machines is pure Prussian blue, finely powdered and well mixed by prolonged trituration with a fine quality of sperm oil. This makes an extremely durable ink, and it keeps the machine well lubricated and free from rust. The oil must be one that will not gum, and the ink must be well stirred up when it is applied to the pad.

DRAWER ARRANGEMENT OF THE PRESCRIPTION COUNTER.

In the sketch of a prescription counter given in the last number the drawer for holding the filter paper is directly under the slide fitted with the plate glass slab, the arrangement being designedly made so that the slide will be convenient for folding the filters upon, the plate glass offering a perfectly clean surface for the purpose.

Under the filter paper drawer is the drawer for holding straining cloths, chiefly cheese cloth cut in various

sizes, from pieces two inches in diameter for use with the small hard rubber separable funnel up to a foot square for straining off infusions. A few pieces of fine silk bolting cloth is kept for some particular purposes. I have found that the best strainer cloth for general use is that known as American veiling, which is a superior sort of cheese cloth of finer and more uniform mesh, and costing two cents more a yard than the ordinary quality.

In this drawer is also kept a supply of thin, colored parchment paper cut into circles from two inches up to six inches in diameter. After a test tube, beaker, boiling flask or other chemical glassware vessel has been used, it is immediately cleansed, a moistened circle of parchment paper placed over its mouth, a rubber band snapped over it to hold the paper in position and the vessel then returned to its place. When the vessel is again wanted for use it will be found perfectly clean and free from dust. After a time the rubber band rots and falls away, but the parchment paper retains its place over the neck of the vessel. The parchment paper, being variously tinted, lends a touch of color to the glassware shelves that is really ornamental.

I believe in having plenty of chemical glassware arranged about the laboratory. One can buy a quantity of this ware from \$10 to \$25, and I know of no other way whereby one may give his laboratory an equal appearance of professional dignity.

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

ANATOMY OF THE EYE. (Continued)

THE ORBIT.

THE orbit containing the eye-ball is a hollow cone of bone with its base directed forward and outward. The external edge of the orbit extends much less forward than the internal, and the axes of the two orbits, if followed back, would meet at an angle of 45 degrees; this arrangement permits the widest lateral range of vision consistent with the power of directing both eyes at the same time to a near object—that is, the faculty of binocular vision. The position of the orbit varies in different animals, and in some the eyes are placed so entirely at the side of the head that they can see almost as well behind them as in front. They enjoy a wide range of sight, but do not possess the gift of binocular vision.

The edges of the orbit are dense and strong, particularly the upper one, which overhangs the eye and is capable of shielding it from a powerful blow; as is illustrated in the case of a "black eye," when the surrounding soft tissues are swollen and inflamed and filled with blood, while the eye peeps through them quite unharmed. When the eye-ball itself is injured by the fist it is always by a blow aimed from beneath.

The appendages of the eye include the eye-brows, the eye-lids, the conjunctiva, the lachrymal apparatus, consisting of the lachrymal gland, the lachrymal sac, and the nasal duct.

THE EYE-BROWS.

The eye-brows are formed of muscle and thick skin, covered with coarse, short hairs, and rest upon a bony ridge above the edge of the orbit. The hairs are arranged somewhat like the straws on a thatched roof, and serve to protect the eye from the perspiration that trickles down the forehead. The muscles of the eye-brows serve, to some extent, to control the amount of light admitted into the eye, as is evidenced by the way in which they are instantly drawn down when suddenly exposed to a dazzling light.

They have æsthetic functions, too, as powerful organs of expression. A frown is produced by wrinkling and depressing the brows, while by elevating them incredulity, surprise or contempt can be expressed almost as plainly as by words. They may be considered almost distinctive in man, as they are not found in animals, and even our supposed forefathers, the monkeys, cannot lay claim to them.

THE EYE-LIDS.

The eye-lids are two thin movable folds, placed in front of the eye to protect it from injury by their closure. The upper lid is much the larger and more movable of the two, while the lower one is almost stationary. The result from this difference in size is, that when the eye is closed the pupil is completely covered by the upper lid, and is, therefore, much better protected than it would be if placed opposite the fissure between them. An additional protection is afforded during sleep, or when the eye is threatened with violence, by a rolling upward of the ball.

The skin of the eye-lids contains no fat, which is a fortunate provision for stout people, for if fat increased there as it does sometimes in other parts of the body, the eye would be mechanically closed by the swelling and accumulation of adipose tissue. This mechanical blindness may result from the swelling caused by injury or disease, an example of which is seen in erysipelas of the face, and in rhus poisoning affecting this portion of the body.

The eye-lids consist principally of plates of cartilage, called the tarsal cartilages, which afford the necessary support and maintain their shape. These are covered on the outside by a loose thin skin, and lined with a smooth and delicate mucous membrane, called the conjunctiva; in addition to which are the muscles that move the eye-lids.

The lids lie gently upon the eye, and are maintained in accurate contact with it by atmospheric pressure. The two surfaces—that is, the outer surface of the eye and the inner surface of the lid, move upon each other with perfect freedom, and with an entire unconsciousness of friction in health, but which is quickly disturbed by the presence of the smallest particle of dust. This absence of friction depends not only upon the smoothness of the surfaces and their exquisite adaptation to each other, but because they are lubricated by a secretion of mucus from the conjunctiva and moistened by a constant flow of tears.

The polish and transparency of the cornea are preserved by frequent unconscious winking, which keeps its surface moist and free from dust. When the lids cannot be closed, because of paralysis of the muscle, the cornea soon becomes hazy and dim, from the evaporation of the fluid from its surface, and blindness may be the result.

There are a number of small glands, about thirty in number, called the *meibomian glands*, situated upon the inner surface of the lids, which open their free margin near the roots of the lashes, and thus serve to keep the

edges of the lids greased with an oily secretion, which not only prevents their adhesion, but also impedes the overflow of tears. This latter effect may be seen by greasing the edges of a cup and then filling it with water, when it will be found that the surface of the water can be raised to a higher level than the edges of the cup, or, in other words, there will be no overflow in the greased cup with the same amount of water that quickly overflows a cup that has not been greased.

NEW REMEDIES.

Peronine, a Substitute for Morphine.—This is the hydrochlorate of benzylmorphine, and its formula is $C_{17}H_{17}NO(OC_6H_5CH_2)(OH)HCl$. It is obtained by substituting an alcoholic radicle for an atom of hydrogen in the OH group of morphine, and occurs as a white light powder, soluble in hot water and in alcohol. It is insoluble in ether and chloroform. It decomposes at 200 degrees. In aqueous solutions, peronine, in the presence of HCl is split up into morphine and benzylchloride. In the presence of alkalies a precipitate of morphine is formed which redissolves in an excess of alkali. The physiological action of peronine entitles it to a place between codeine and morphine. It is inferior to the latter as regards hypnotic power, it is superior as regards the ease with which it is borne by the stomach, and does not provoke perspiration. The only untoward effect after its use is constipation, and the sleep which it causes is more calm, deeper and is not preceded by phenomena of excitement. Large doses in animals cause convulsions and heart failure. It has been used for all forms of pain with success, and particularly in the cough of tuberculosis. It is also useful as a local anæsthetic in eye-practice, etc. The dose is 0.02 to 0.04 Gms.—(Nouveaux Remèdes, Sept. 8, 1901.)

Citripten or Lemon-camphor.—According to Theulier (*Chem. Ztg.*, 1901, Rep. 140) this camphor may be obtained after concentration of lemon oil in vacuo until the terpenes have been completely removed. There remains a dark yellow product, which becomes semi-fluid upon cooling, and crystallizes in the form of fine needles. These the author isolated on an earthenware plate by siphoning. The product is a light yellow, wax like, fairly compact mass which melts incompletely between 80 and 123 degrees C. It consists of a fusible organic salt and a heterogeneous portion, consisting of a compound that melts at 145 degrees C., and a small quantity of a substance melting at 76 degrees C. The former crystallizes easily in prismatic needles; the latter precipitates in the shape of an amorphous powder from alcoholic solutions.—(*Pharm. Centr.*, xlii., 27, 417.)

Acopyrin (acetylsalicylate of phenyldimethylpyrazolon) is a white, crystalline powder, melting at 63-64 degrees C., easily soluble in alcohol and chloroform, sparingly in ether; soluble in 30 parts of hot and 400 parts of cold water; in 20 parts of a 2 per cent. solution of sodium bicarbonate, and in 5 parts of cognac. It gives a blood-red color with ferric chloride, which turns pale yellow upon the addition of dilute sulphuric acid, acetic and salicylic acids being given off. These may be extracted with ether and identified in the usual way. Acopyrin is used in acute articular rheumatism, and as antipyretic, six 0.5 Gm. powders daily in wafers or sugar water, being the ordinary dose. In severe cases larger doses, up to 1 Gm. should be used. It is also used as an analgetic in headache, migraine, sciatica, etc.—(*Pharm. Zeitung*, xlv, No. 31.)

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

British and Colonial Druggist, August.

Contributions to the Knowledge of East India Sandal Wood Oil. By M. Potvliet. Extracted from a brochure issued by "Oranje," of Amsterdam.—A detailed report of the chemical examination of a number of samples of East India Sandal Oil and of the substance known to the trade as santalol or gonorol. The author concludes that a normal East India oil should contain 92 per cent. of santalol, which substance is composed of two bodies, *a* and *b* santalol differing in optical rotation, the proportion of each varying according to the origin of the oil.—*British and Colonial Druggist*.—(Aug. 23.)

Chemist and Druggist.

Preparation of Gelatin Injections. By H. C. T. Gardner.—The recent unhappy results following the injection of gelatin for aneurisms have led the author to detail the method of producing a sterile preparation. The apparatus in use at the London Hospital is illustrated and described. For details we must refer readers to the original article, which does not lend itself readily to abstraction.—(Sept. 7.)

Pharmaceutical Journal, September, October and November.

Louis Siebold: An Appreciation. By W. A. H. Naylord.—The subject of this sketch was for many years Reporter on Progress of Pharmacy to the British Pharmaceutical Conference, and he edited the "Year Book of Pharmacy" from 1874 to 1900, inclusive. He was born at Eschwege in the Electorate of Hesse Cassel, October 16, 1838. After studying under Fresenius at Wiesbaden he was assistant for a short time to a well-known apotheker at Hamburg. He went to London in 1860, and after a brief stay in the service of a retail druggist removed to Manchester, where he was for a short time private assistant to Professor Roscoe, and two years later he opened a retail drug store in that city. Relinquishing his connection with the retail drug business, he later became connected with a firm of manufacturers of dye wood extracts, and afterward set up as a consulting chemist in Manchester, but finally gave up his laboratory and spent the last years of his life as chemical adviser to an old established firm of manufacturing drysalts in that city. He died at his residence in Saale on September 14, 1901, in the sixty-third year of his age. (Sept. 28.)

The Position of British Chemistry at the Dawn of the Twentieth Century. By Percy F. Frankland, Ph.D., M. Sc., F.R.S.—This is the conclusion of the Presidential address to the chemical section of the British Association for the Advancement of Science, delivered at the Glasgow (1901) meeting. (Sept. 28.)

The Communal Organization of Angiosperms. By Prof. I. Bailey Balfour, LL.D., F.R.S.—This is the Presidential address to the Botanical Section of the British Association for the Advancement of Science, delivered at the Glasgow (1901) meeting. (Sept. 28.)

Pharmacists, Physicians and the Public. By Arthur P. Luff, M.D., B.Sc., F.R.C.P.—This is the inaugural address delivered before the Pharmaceutical Society of Great Britain on October 1, 1901, at the opening of the sixtieth session of the School of Pharmacy. Much of the address is concerned with an exposition of what the British Pharmaceutical Society has accomplished for higher pharmaceutical education, and is of local application,

hardly lending itself to the purposes of a good abstract. (Oct. 5.)

Radiographic Work. By S. Henry Smith, P.C.—In this article are comprised answers to the following inquiries: (1) The best methods of working suitable for hospital and general practice; (2) the extent of present knowledge; (3) the reason of, and prevention of, harm to the patient; (4) the income to be derived from X-ray practice; (5) the relation between surgeon and radiographer. Before considering these in detail the author states what a good skiagraph should be. They should be true photographs, showing the grain and texture of all bones near the plate, and the form of those, such as the ribs and pelvis, which cannot be placed in contact. They should specially portray the exact thing wished by the surgeon at the expense of all other parts—*e. g.*, ulcer on the bone; the exposure should be timed to give the extent of the ulcer, not prolonged to give a good image of the bone.

The apparatus in use by the author is a 14-inch spark Ruhmkorff coil, a lithanode accumulator and a home-made Wehnelt brake; the mechanical brake worked from the accumulator for softer tissues, the Wehnelt direct from the mains through a resistance of bones and the thick parts of the body. The plates, the slowest obtainable and thickly coated; developer quinol, strongly restrained with bromide. The author gives as the reason for burns and harm ignorance on the part of the operator. To avoid it the rays should never be used at all where there is acute inflammation. The exposure with a mechanical brake should not exceed thirty minutes; with a Wehnelt four to five minutes at a time. The tubes should never be nearer to the plate than thirty-two inches, and these exposures should be reduced two-thirds when passing the rays through the abdomen. The hair when near the tube should be covered with thick lead foil.

Radiography is a new pursuit. It requires a man who is first and last an electrician, a scientific man, accustomed to weigh the value of physical experiments and possessing an entirely different attitude of mind from that of a medical man. He can make skiagraphs; if he attempts to translate them he is a quack. The author deems it as absurd for the radiographer to offer an opinion on one of his skiagraphs as it would be for the surgeon to dictate to him what voltage he should use. (Oct. 12.)

A New Economic Order in Pharmacy. By Harry B. Mason.—Abstracted in the *AMERICAN DRUGGIST* for October 15, page 204. (Oct. 12.)

The Tyranny of Names. By John Taylor.—This is the text of an address delivered at the reopening of the Sheffield School of Pharmacy on October 17, 1901. One of the points sought to be made by the author of this interesting address is that every man gets two educations—one from others and one from himself. What a man learns earliest he remembers longest. The lines of memory cross and recross the brain, the deepest cuts are the longest lasting, and you can cut deepest before life with its ten thousand anxieties and clamorings have hardened and injured the receptive faculties. The second or self-given education begins with and runs alongside the earlier education. The self-given education seeks to understand all the developments that is possible to men. It is concerned with the cultivation of habits of observa-

tion, examination and development. Whatever peculiar gift a man may have it will grow out to the full and develop to the utmost. Speaking of environment the author said, that while much is settled for one one can choose much and some of it absolutely. Books for instance bring within one's surroundings all that was ever written, and we can choose absolutely whether or not we will read only what will elevate. Self culture reveals to a man what he is most fitted in. He may find, and often does, that he is better fitted for some other walk in life than that he has chosen. If this comes time enough—and it will, if one's qualities are carefully developed—one may change one's circumstances and take up other ways of earning one's bread more in keeping with the genius of one's mind. (Oct. 19.)

Vegetable Powders and their Diagnostic Characters. By Prof. Henry G. Greenigh and Eugene Collin.—The present installment of this excellent series of articles treats of foxglove leaves, maté, or Paraguay tea, henbane leaves, jaborandi leaves, tobacco leaves, rue leaves, savin and senna. The article is illustrated with engravings showing the histological characteristics of the drugs studied. (Oct. 19.)

A Study of the Anatomy of Insect Flowers. By Eugene Collin.—Professor Collin, of the Ecole de Pharmacie, Paris, has made a study of the anatomical characters of the different varieties of insect flowers, accompanied by a description of their origin and nature, and the result is a most important contribution to the study of materia medica. The principal commercial varieties of insect flowers are three in number—viz.: Dalmatian, Montenegrin and Caucasian (or Persian). The most important of these is the Dalmatian, a plant which is indigenous to Dalmatia, Montenegro and Herzegovina. It is extensively cultivated in Dalmatia. The Montenegrin variety is obtained from the same plant in Montenegro, where it grows wild in abundance. Caucasian (or Persian) insect flowers consist of the flower heads of *Chrysanthemum Roseum*, Bieb, mixed with those of *C. carneum*, Bieb. Dalmatian insect flowers are offered for sale in three forms—viz.: Closed, half closed and open, the first and second named commanding higher prices than the last. Professor Collin's article is illustrated with cuts, showing the structure of the flowers, as well as their histological characteristics, and the article is to be continued. (Oct. 26.)

Tinctura Opii. By F. H. Alcock.—The author has observed in the course of some experiments with tincture of opium that all the samples examined contained marked quantities of sulphate. Part of the sulphate is referred to mineral sulphate and part to alkaloidal sulphate, and he seems to leave it to be inferred that the sulphate is present as a natural constituent of the opium. (Oct. 26.)

Uses of Photography. By John Gibson, F.C.S., N. P.S.—This is the text of a lecture delivered under the auspices of the Hexham Technical Education Committee, October 9, 1901. It has little or no pharmaceutical application. (Oct. 26.)

Constitution of the Coca Alkaloids. By W. Garsed.—This is a portion of a paper read before the Chemists' Assistants' Association, of London, in which the graphic formulæ of the alkaloids of coca are shown, and the relation of the alkaloids indicated. (Nov. 2.)

Altered Conditions of Pharmaceutical Environment. By Walter Hills.—In this address to the School of Pharmacy Students' Association, Mr. Hills, who is a past

President of the Pharmaceutical Society of Great Britain, counsels young men to endeavor to adapt themselves to the altered conditions in pharmacy. Of particular interest to American pharmacists, who are beginning to evince an increasing interest in political affairs, is the observation that "One sometimes regrets that pharmacists do not more generally take a prominent part in the public duties of citizenship; for with their special knowledge they would frequently be exceptionally useful members of public bodies, and if in addition they were all well trained speakers and debaters, their influence for the general good, and for their calling in particular, would be very marked."

The altered conditions in pharmacy are exemplified by a comparison of the Pharmacopœia of the Royal College of Physicians of London of 1788, and the British Pharmacopœia of 1898. In the first named there is a list of materia medica numbering about two hundred and thirty articles, of which about eighty-one per cent. are of vegetable, seven per cent. of animal and twelve per cent. of inorganic origin. The large proportion of remedies from the vegetable kingdom is a distinctive feature. Among the articles of animal origin are included millipedes, sponges, stag's horn, oyster shells and crab's claws. There were no alkaloids in the earlier Pharmacopœia, no tests, no doses and no so-called synthetic bodies, while the Pharmacopœia of 1898 is distinguished by the recognition of synthetic bodies, like acetanilid, phenacetin, phenazone, salol and naphthol; the animal derivatives including pepsin, thyroïdine, cod liver oil. Only about half of the vegetable drugs that figured in the 1788 Pharmacopœia are retained in the 1898 edition, while there are many valuable additions, including, among others, belladonna, ergot, nux vomica, strophanthus, capsicum and henbane. Two of the most striking characteristics of the latest edition of the Pharmacopœia are stated to be the fully and carefully worded paragraphs of characters and tests at the foot of many of the drugs, chemicals and preparations; and the standardization of galenical preparations. The author shows that the practice of pharmacy to-day is essentially different from what it was a century ago; and the need of those who profess to be pharmacists of being alive to the advance that chemistry and botany have made is emphasized. He advises the gaining of a thorough acquaintance with the general principles underlying all scientific investigations before taking up the practical application of these principles. (Nov. 2.)

A Study of the Anatomy of Insect Flowers. By Eugene Collin.—(Continued). This is a continuation of the article previously noted in which additional drawings are printed in the text showing the microscopic features of the flowers. (Nov. 2.)

Legislation Affecting Dispensers. By W. S. Glyn-Jones.—In this paper, which was read by the author before the Public and Poor Law Dispensary Association, Mr. Jones quotes the text of an unrepealed Act of Parliament passed in the reign of Henry VIII, which protects herbalists from prosecution for practicing medicine. An herbalist who was defendant in an action brought by the Society of Apothecaries for prescribing pleaded exemption under this Act. Mr. Glyn-Jones then shows that the Act was supplanted by the Apothecaries' Act of 1815, and goes on to define the meaning of an apothecary under that Act, giving quotations from which it is clear that an apothecary under the Act was a man who practiced medicine, and dispensed not only his own prescriptions, but was bound to dispense the prescriptions of physicians. The modern definition of the term apothecary is then given. The Encyclopædia Britannica says that in Eng-

land the term apothecary means "a general practitioner in medicine who supplies drugs to his patient." It has been held in the English courts that a person who judges diseases by their symptoms and supplies the remedy acts as an apothecary, but Mr. Glyn-Jones is still in doubt as to what in law constitutes an apothecary, and asks to be informed concerning the application of certain new laws and amendments to the old law. Of one thing he is certain, and that is, that the apothecary of to-day is not the apothecary contemplated in the Act of 1815. Included in the paper are interesting references to sections of the medical act having application to the business of chemists and druggists. (Nov. 2.)

Merck's Report, November.

Suggestion for a Prescription File. By Anthony Ertel.—On removing the prescriptions from the ordinary spindle file the author makes them up into books of one hundred each, with heavy Manila paper covers, bound with Magill fasteners. Ten of these books are placed upright in a box (the ordinary St. Jacob's Oil box will answer), and the numbers of the prescriptions contained in each box indicated on the end.

An Analytical Scheme for the Microscopic Examination of Powdered Drugs. By Burt E. Nelson.—This article is a continuation of the series, and the present installment treats of that division of drugs in which starch granules are present, and in which crystals are absent or seldom found. The drugs described in detail are ginger, zedoary, galangal and turmeric.

The Chemistry of the U. S. P. Preparations. By Bernhard O. Leubner.—This installment of the series of articles on the subject covers syrups in general and the syrup of iron iodide in detail, giving the assay processes for determining the strength of the latter syrup.

The Loganiaceæ. By F. H. Knowlton.—This is a continuation of an article covering the medicinal plants of this family. In the installment under review curare and several other species of *Strychnos* are described. Various species of the genus *Spigelia* are also mentioned, the *Gelsemium Sempervirens* being described in detail.

What a Druggist Should Know. By William J. Robinson.—The author points out the necessity under which the druggist lies for keeping himself well informed concerning new remedies; in fact, he says the druggist should be a walking encyclopædia of new remedies, so that the doctor may feel that whenever he wants any information about a new remedy he can, with absolute safety, consult the druggist.

The Requirements for Successfully Conducting a Pharmacy. By H. Lionel Meredith.—The author traverses familiar ground in going over the various requirements for success, laying the greatest stress upon the necessity of having a scientific and thorough knowledge of pharmacy, and of exploiting this knowledge in such a way as to make it a source of profit.

American Journal of Pharmacy, October.

Calcium Oxalate Crystals in the Study of Vegetable Drugs. By Henry Kraemer.—This important article was originally presented before the St. Louis meeting of the American Pharmaceutical Association, and an abstract of it was published in the *AMERICAN DRUGGIST* for October 14, page 202. The paper is one of the most valuable and suggestive contributions to the literature of pharmacography which has been made in some years, as it points a way which may prove most valuable for determining the identity of powdered vegetable drugs.

The Deterioration of Artificial Foods. By Charles H. La Wall.—The author classifies the various constituents found in commercial foods, and summarizes the character of the changes to be expected, which changes may be put into three classes: First, oxidation of the fatty matter resulting in rancidity; second, fermentative changes which generally affect the carbohydrates, and third, putrefactive changes which affect the proteid or albuminous matter. An entire absence of moisture will prevent the second and third class of changes, while exclusion of the air will very much retard the first, provided, of course, in each case that the material is free from germs. The putrefactive changes are those most to be feared, as they may produce toxic ptomaines. The cases in which such changes have occurred, however, are rare, a large amount of moisture being necessary. As a result of his studies he arrives at the conclusion that if air and moisture be excluded, food products will keep for an indefinite period. Where the package is not air tight the product should be kept in a cool, dry place. The druggist is warned against keeping food products where they are liable to absorb any of the odors which so abound in the apothecaries' shops.

Pharmaceutical Review, October.

Versatility of Dr. Charles Rice. By John Uri Lloyd.—This article has appeared in abstract in the *AMERICAN DRUGGIST*, having been read at the St. Louis meeting of the American Pharmaceutical Association. The remaining leading articles in this number have all been previously referred to in more or less extended form, in the columns of the *AMERICAN DRUGGIST*, having been read before the American Pharmaceutical Association. The titles of the articles are: "To what extent can manufacturers of proprietary articles by agreements among themselves and contracts with their vendees control price cutting by retailers;" "Contribution to the chemistry of *stylophorum diphyllum*," and "Does *Argemone Mexicana* contain morphine?"

Druggists Circular, October.

Helps in Dispensing. By William Rupp.—The author records a number of minor suggestions, the most useful of which follow. A "Mystic Book" is kept, in which is recorded all prescriptions in which any peculiar method of dispensing is required, and a small mark immediately under the number of the original prescription refers the dispenser to the "Mystic Book" for instructions. This mark also serves to call attention to the fact that in some cases the prescription has been made up in double the quantity and the excess kept for future use. [A practice of doubtful value in many cases.] For drying prescription vials after washing, the author used a tray with upright pegs, and after the bottle has dried, a cork is fitted to it before it is put away in the drawer. The bottles should be placed in the drawer, cork downward, in rows divided by thin strips of wood, and leaning toward the back, so that one may be taken out without disturbing the others. Tablet triturate stock should always be indexed, the stock bottles being numbered correspondingly. The author prefers pigeon holes to the ordinary divided drawer for carrying pills or small packages of proprietary preparations. These, too, should be kept in numbered compartments and an indexed list of them kept up.

The Hospital Apothecary. By Burt E. Nelson.—The routine of the life of the average hospital apothecary is set forth in some detail. The number of prescriptions sent out by the hospital apothecary usually varies between fifteen and one hundred and fifty a day. As a rule, more manufacturing is done than by the average retail pharmacist. The amount of analytical and microscopical work

done varies materially. In some hospitals all this is done by physicians. In others nearly all diagnostic work is done by the apothecary, who even goes so far as to examine food stuffs and other materials purchased by the institution. The expenses of a hospital drug department vary between \$2,000 and \$20,000 a year. The salaries are, as a rule, very modest, while in most hospitals the apothecary receives very little social consideration. In New York City apothecaries receive from \$75 to \$125 per month. In the twelve State hospitals for the insane apothecaries receive from \$40 to \$50 per month and maintenance. Three institutions under the State Board of Charities and four under the Superintendent of Prisons pay from \$60 to \$75. The author thinks that the pharmacist at large should make an effort to improve the condition of the hospital apothecary.

A Revision of Some Definitions and Descriptions at Present Official. By Prof. Henry H. Rusby.—The author takes up the botanical drugs of the Pharmacopœia alphabetically and proposes certain changes in their description. The present installment takes up the drugs from *Cusso* to *Pilocarpus*. (Continued.)

Stray Notes on Soda Water. By Thomas Warwick.—The author takes up a number of details of soda fountain practice. He advocates the use of checks, which economizes dispensers' time. He approves of allowing the customer to take his own check after receiving the soda water. If the dispenser handles the check it is apt to be wet and to soil the customer's gloves. A slouchy boy at the soda fountain will drive customers away. The use of a blanket around the ice box to prevent radiation is strongly condemned. The best results in lemonade will not be obtained except by expressing the lemon juice fresh each time for each lemonade. The ordinary methods do not get enough of the essential oils into the glass, and the drink is much helped by twisting a bit of peel over the full glass, when serving, in the manner adopted by bartenders.

Pharmaceutical Era, November.

The Early Days of Pharmacy.—A continued paper, the present installment dealing with the art of the apothecary as practiced in Italy in early days. The article is illustrated. (Nov. 7.)

The Adulteration of Drugs. By Lyman F. Kebler.—See AMERICAN DRUGGIST for October 28 and November 11, 1901. (Nov. 7.)

Calcium Oxalate Crystals in the Study of Vegetable Drugs. By Henry Kraemer.—See AMERICAN DRUGGIST, October 14, 1901, page 202. (Nov. 7.)

Gold Fish As a Side Line. By J. P.—The question as to whether gold fish is a profitable side line is answered by this writer in the affirmative, and the handling, care and selling of the fish are alluded to as a divertisement from the dull routine of the drug business. It is recommended to buy the fish in the fall of the year, and to open the fish display between October 1 and November 1. They should be bought in assorted lots, in sizes to sell for 10, 15, 20 and 25 cents, or for less, as may be deemed best. Tadpoles are sold with the fish, being recommended as good scavengers for the water. Six sizes of globes are carried, these ranging in price from 15 cents to \$1.25. Aquariums are also kept on hand, with packages of pebbles and shells, and fish food, the latter being packed in plain boxes bearing the label of the druggist, with a neat advertisement. The fish are displayed in a large tank, provided with running water, and which is placed in the window. The small stock of silver fish is displayed in a separate globe, while the tadpoles are scattered promiscuously about in the different aquariums.

Regarding the care of the fish, the author says he has found that the best way to care for them is to leave them to care for themselves. The water need only be changed every two to four weeks and food given every second or third day. Fresh oyster crackers are relished by gold fish, and make a cheap food. The cost of handling gold fish is said to be small, while the returns are generous. (Nov. 14.)

Mistakes. By J. N. Moss.—The author touches upon some of the mistakes which druggists are prone to commit in the treatment of customers. He pleads for the application of a little tact-seasoned judgment in dealings with women customers particularly. "It is a mistake to show your temper when a woman asks for two 2-cent stamps, tenders a 5-cent piece in payment, fools with her packages until you get busy, and then calmly asks for her change. Remember she is a woman; she wouldn't want that change if she wasn't, and that 5-cent piece will help to buy a 98-cent parasol somewhere." The rest of his advice is much of the same order—chiefly sarcastic. "People hate a bad liar, a bungler, but," says he, "strange to relate, let him be an accomplished disciple of Ananias and he will be admired." The author will find some readers to agree with him on some points. (Nov. 14.)

The New Doctor. By Olive Green.—A narrative of the experiences of a druggist in a village or small town with a doctor new to the place who would persist in attempting to buy his drugs cheap and in dispensing his own remedies. It is a narrative of personal interest, the moral of which it is difficult to perceive. (Nov. 14.)

On Teaching Microscopy, Botany, Physiology, Pharmacodynamics and Urine Analysis in Colleges of Pharmacy. By Albert Schneider.—This paper, which was read at the St. Louis meeting of the American Pharmaceutical Association, embodies a series of suggestions for courses of pharmaceutical instruction, the logical sequence of the studies being named without, however, indicating their relative importance. (Nov. 14.)

Pharmaceutische Zeitung, August.

The Behavior of Carbohydrates in the Presence of Hypochlorites. By Dr. Walter Bräutigam.—Very few facts are recorded in literature concerning the influence of hypochlorites upon carbohydrates and the products of decomposition which result in mixtures of these substances. The author mixed two parts of grape sugar with twenty parts of calcium chloride. After a time the mixture became moist, showing a separation of water from glucose, and shortly afterward there was a violent explosion of steam accompanied by a high degree of heat. The residue was a hard, crumbling mass, which was partly soluble in water. The insoluble portion was filtered and washed until the water no longer showed reaction for chlorine. A portion of the precipitate dissolved with effervescence in acetic acid, but the remainder was insoluble in caustic soda and ammonia, while it dissolved easily in hydrochloric and nitric acids. The insoluble residue was a product of the decomposition of glucose. Under the microscope it showed the characteristic crystals of calcium oxalate. On burning it showed a small quantity of carbon and an alkaline residue which was recognized as calcium oxide. No tartaric acid was found in the compound. The author found that the products of decomposition in this mixture are only oxalic acid and water. He also experimented in the same way with other carbohydrates with the same results. Experiments on starch showed that by the addition of hypochlorites it is first converted into glucose, and then the latter decomposed into oxalic acid, carbonic acid and water. The

same is true of dextrin and glycogen.—(August 10, 1901.)

The Estimation of Chlorine in the Presence of Bromine and Iodine. By Otto Schmatolla.—The author recommends the following method for the estimation of the presence of chlorine in iodides or bromides. Five centigrammes of sodium iodide are boiled in 3 Gm. of water with 5 Gm. of pure potassium nitrate. A drop of concentrated sulphuric acid is added from time to time, and water is replaced to make up for the steam that escapes from the test tube. The boiling is continued until the solution is perfectly colorless, and until another drop of sulphuric acid does not give rise to the escape of iodine vapor. The solution is now diluted to 200 Cc., and silver nitrate is added. This reagent should not produce a perceptible cloudiness. The same process may be employed for the quantitative estimation of chlorine. The solution freed from iodine by boiling, and the addition of sulphuric acid is diluted with water, saturated with ammonia, and the excess of ammonia driven off by heating. The remainder is diluted to 50 or 100 Cc., and one-half of the solution is tested quantitatively with silver nitrate for chlorides, while the other half is tested for any remaining iodine or bromine. In this test the first solution should be so concentrated that the first drop of sulphuric acid shall produce a perceptible development of iodine or bromine.—(Aug. 14.)

How to Drive Insects from Drawers Containing Drug Powders. By Dr. J. Nentwig.—The author recommends that drug powders which are valuable enough to be saved when the presence of insects is discovered therein be moistened with benzoin or petroleum ether, and the powder allowed to dry. It should then be passed through a sieve in order to remove the cadavers of the insects. In order to prevent the entrance of insects the drawer should be varnished on the outside with a cheap varnish.—(Aug. 21.)

Apotheker Zeitung, August.

Impurities in Morphine Salts. By Dr. O. Roessler.—The author found the following impurities in morphine salts, which corresponded in all respects to the German Pharmacopoeial requirements: (1) A sample of the hydrochlorate, of English origin, had a faint smell of trimethylaniline. (2) A sample of the same salt proved to contain bacteria. Solutions produced abscesses, especially when used subcutaneously in sensitive persons. This property disappeared on sterilizing the solutions. The bacillus belonged to the group of coli commune.—(Aug. 7.)

Investigations on the Amount of Sublimate in Calomel Tablets. By Military Staff Pharmacist Utz.—The author calls attention to the fact that when calomel is mixed with cane sugar there is a formation of corrosive sublimate, which may reach a marked degree, so as to endanger life. In the case of tablet triturates made with lactose the same process may take place. He therefore examined a number of samples of calomel tablets, and gives the results of his investigations. One lot contained from 0.61 to 0.91 per cent. of HgCl_2 , another from 0.49 to 0.54 per cent., another from 0.39 to 0.44 per cent., and another from 0.25 to 0.46 per cent. of HgCl_2 . The first lot, which had been kept since 1899, showed an average of 0.70 per cent. of HgCl_2 ; the second lot, from 1900, 0.46 per cent. of HgCl_2 ; the third lot, kept for four to five months, 0.37 per cent. of HgCl_2 , and the fourth lot averaged 0.36 per cent. of HgCl_2 .

The amount of corrosive sublimate in calomel tablets increases with the age of the tablets. The quantities present do not reach even the tenth part of a maximum

dose, but under unfavorable conditions larger quantities of sublimate may be formed. Calomel tablet should not be kept on hand for any length of time, especially as they are often given to children, who are more sensitive to sublimate than adults.—(Aug. 10.)

Pharmaceutische Centralhalle, August.

Boldo Leaves. By Dr. F. W. Neger.—Boldo is a drug recommended for liver diseases. It comes from Chili, and is the leaves of a tree or shrub, Boldoa fragrans, Gay., or, more correctly, Peumus Boldus, Mol. (Monimiaceæ). The leaves are ovate-elliptical, the apex blunt, the edges straight. They are of a pale-green color when dry, the under surface is rough. They contain a pungent ethereal oil, an alkaloid, "Boldin," and tannin.—(Aug. 1.)

Jequirity, Not Inquiry. By P. E. Rechter.—In Tupac, the language of the aborigines of Brazil, the word jequirity stands for an acacia-like shrub with perimate leaves, and jequirity probably comes from the same word-root. The author gives a very interesting collection of synonyms for Abrus precatoris in various Eastern tongues. The seeds are used as ornaments and as weights in India. A seed is considered full-weight when it weighs as much as eight grains of Basmatti rice. The Hindu name for the Abrus seed is "Rati," and it is said that the word carat originated from rati. The Kohinoor was first weighed in terms of rati seeds. A carat is 1-24 of an ounce, 3 1-6 grains—i. e., about as much as two "rati" seeds.—(Aug. 8.)

Pharmatzevitchesky Journal, August.

Investigations of Russian Lanolin. By K. Lomidze.—The author has examined a series of specimens of Russian lanolin. In commenting upon the uses of this substance he emphasizes its virtues as a base for medicated ointments. C. Fraenkel and other bacteriologists state that bacteria and their spores cannot develop in lanolin. In technical pharmacy lanolin is of great value. It is irreplaceable in the preparation of mercury ointments and as an excipient for pills containing potassium permanganate, as well as in the manufacture of various cosmetics. The chemistry of lanolin is interesting. Vauquelin first showed that, in addition to compounds of fatty acids and glycerin, wool fat contains compounds of cholesterin with fatty acids. According to Hartmann lanolin is a compound ether of cholesterin. In addition to cholesterin and ischolesterin Marchetti found in wool fat a lanolin alcohol, $\text{C}_{12}\text{H}_{24}\text{O}$, melting at 102 to 104 degrees C. Upon oxidation with chromic acid this alcohol was converted into so-called lanolinic acid. Darmstetter and Lifschütz found that by decomposing lanolin with an alcoholic solution of potassium hydrate, separating the saponified portion, and treating the rest with amyl alcohol, they obtained a wax-like material, and a semi-fluid substance. These constituents are similar to the stearerin and elaidin of Chevreul, who discovered such substances in lanolin. In addition, a number of new fatty acids such as lanoceric and lanopalminic, have been found in lanolin. (To be continued.)

L'Union Pharmaceutique, August 15.

The Quantitative Estimation of Uric Acid in the Urine. By A. Desmoulières.—Most quantitative tests for uric acid are either too long or too complicated. Basing his work upon the reactions already employed by Denigès and Blarez, and Blarez and Jourou, the author has devised the following method. The reagents used are: (1) A saturated (cold) solution of pure sodium carbonate. (2) Sodium hyposulphite, crystals, 50 Gm.; Rochelle salt, 50 Gm.; distilled water, 1,000 Cc. (3)

Copper sulphate crystals, 20 Gm.; sulphuric acid, five drops; distilled water, enough to make 1,000 Cc. In addition, a hot solution of barium sulphate, 1 : 5, and a titrated solution of potassium permanganate containing 3.16 Gm. of chemically pure potassium permanganate in 1,000 Cc. of distilled water; 30 Cc. of the urine are filtered and placed in a beaker holding 200 Cc.; 70 Cc. of distilled water are now added, then 5 Cc. of Solution No. 1, mixed with a stirring rod provided with a rubber ring, then 5 Cc. of the barium solution are added, mixing constantly. Next add gradually a mixture made freshly with 40 Cc. of Solution No. 2 and 10 Cc. of Solution No. 3. Let stand for five minutes. Decant supernatant fluid through filter without folds in a suction funnel. Test the filtrate to see that no more precipitate is formed by adding a little of the mixture of Solutions Nos. 2 and 3. Then add about 80 Cc. of water to the beaker, shake, let stand and decant as before. Repeat this with 60 Cc. of water. Throw the precipitate now obtained by complete filtration of the fluids upon a filter, and with a fine stream from the wash bottle detach the last adherent portions from the walls of the glass, and add then to the rest. Wash twice upon a filter, with very little water, and, collecting the precipitate to the base of the filter, allow to drain.

The funnel is now placed over a matrass holding 200 Cc., the filter pierced at its bottom with a wash bottle, and the whole contents is washed into the matrass with about 150 Cc. of water. Add 10 Cc. of 50 per cent. of H_2SO_4 , cover, shake vigorously for a minute. Let stand for five minutes, and add, stirring each time, drop by drop, the permanganate solution from a burette reading to the tenth of a cubic centimeter. Stop when a rose tinge persists. The number of cubic centimeters of permanganate solution used in this test multiplied by 0.0074 indicates the quantity of uric acid in 30 Cc. of urine. This is now reduced to the litre. If the quantity of urine for 24 hours had been over 2 litres, use 50 Cc. of urine for the test, and multiply the burette reading by 0.0074.

L'Orsi, *Giornale di Chimico Farmacia, e Scienze Affini*, June.

Chemical Tests for Quinine Sulphate. By E. Carlinfanti.—The ammonia test is generally recommended as a means of determining the presence of other cinchona alkaloids in samples of neutral quinine sulphate. All the recent editions of the Pharmacopœias prescribe this test, except the last British Pharmacopœia. The test, however, does not take into consideration the fact that the presence of potassium or sodium salts will materially affect the quantity of ammonia necessary to precipitate a standard quantity of quinine. In order to determine the extent of this influence, the author tested three samples of quinine sulphate, two of which were purchased in Rome and the third prepared with pure quinine in the laboratory. The first sample consumed in Kerner's test 10 Cc. of ammonia; the second 7 Cc. and the third 4 Cc. When sodium, ammonium or potassium sulphate were added to the solutions the quantity of ammonia consumed in Kerner's test was considerably reduced. For the first sample it was 5 Cc., for the second 2.5 Cc. and for the third the first drop of ammonia caused no precipitate.

In order to avoid this inaccuracy, the author suggests the following modification for Kerner's ammonia test for quinine sulphate: One and a half grammes of the salt are weighed accurately, and are dissolved in from 15 to 20 Cc. of water. The solution is poured into an extractor and is shaken with 100 Cc. of ether, to which a little 25 per cent. solution of sodium hydrate had been added. The two layers of liquid are separated, the

aqueous alkaline solution is decanted, and the ethereal solution is washed three times with 2 or 3 Cc. of water each time. The ether is filtered or distilled, and the extraction is repeated with the distilled ether. The alkaloid recovered is dissolved in absolute alcohol, and an aqueous solution of 1.49 Gm. of the bisulphate is added, adding enough alcohol to obtain a solution in the cold. The whole is then evaporated on the water bath, the dry residue is washed with a little ether. Then it is dried at 40 to 50 degrees C., and Kerner's test is performed upon the neutral sulphate thus obtained.

Bollettino Chimico Farmaceutico, August.

The Differentiation of the Citrate from the Green Citro-Arsenate of Iron and Ammonium by the Wet Method. By Dr. Gioachino Griggi.—The total amount of iron in ferric ammonium citrate may be precipitated as ferric hydrate by the addition of caustic alkalies. In this reaction all the ammonia is vaporized, the remainder in solution being citric acid in combination with the alkaline salt. In the citro-arsenate, on the other hand, after removing the iron as ferric hydrate by means of an alkali, there remains in solution an alkaline arsenate. It is easy to obtain arsenic from this solution, and thus to test the compound salt. The citric acid is precipitated with an excess of calcium chloride, forming calcium citrate, which is then filtered out. The filtered liquid will contain potassium chloride, and some calcium which was soluble and not precipitated either as citrate or as hydrate. This is now precipitated with a solution of ammonium oxalate. The filtrate contains potassium chloride and ammonium oxalate. It is acidified with nitric acid and treated with a solution of silver nitrate. The precipitate now contains silver chloride and silver oxalate. In the supernatant liquid will be found arsenic or arsenate of silver if the iron salt contained arsenic. The liquid can therefore be tested with Marsh's or any other convenient arsenic test.

Amalgams of Aluminum. By Dr. Carlo Formenti.

Matches without Phosphorus. By Dr. Giuseppe Teyxeira.—The first attempts to manufacture matches without phosphorus were made in 1857 by Canouil, and various inventors have been working at the problem until to-day. The various systems in vogue are: (1) Matches made with amorphous phosphorus; (2) with phosphorus sesquisulphide; (3) with sulphocyanide or lead hyposulphite, and (4) with persulphocyanic acid. All these systems are inadequate from the industrial and hygienic viewpoints. Matches made with amorphous phosphorus do not resist dampness and explode easily, projecting particles which may ignite inflammable substances. Pastes composed of the sesquisulphate are much less toxic than amorphous phosphorus, but still possess a considerable degree of toxicity and emit most disgusting vapors that are injurious to the operatives. In addition, these pastes are expensive; for their preparation is complicated and dangerous. The matches prepared with these pastes easily lose their inflammability, and the heads soften so that they can no longer be used. The pastes prepared with lead salts have no advantages, because to work with lead means merely to substitute another form of poisoning for the phosphorus poisoning. In addition, there are certain technical difficulties in preparing the paste on account of the inequality in the specific gravity of the lead salts and other components of the paste. The preparation of the pastes containing persulphocyanic acid presents serious dangers on account of the large amount of cyanogen set free. The author concludes that from the viewpoint of the operative, and from that of the consumer the problem of manufacturing harmless matches is by no means solved by any of the above mentioned methods. (To be continued.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Elixir Glycerophosphates Lime and Soda.—

E. L. F. asks for a working formula for an elixir of the glycerophosphates of lime and soda, the elixir to contain four grains of the lime salt and eight grains of the soda salt in each fluid ounce.

As the acid glycerophosphates of lime and soda, as well as those of lithium and potassium, are soluble in water, an elixir may be made by simply dissolving the required quantity of the two salts in simple elixir. This may be a simple orange elixir or the aromatic elixir of the Pharmacopœia.

In France, where the glycerophosphates are much used, the elixirs and special preparations containing them are often flavored with orange flower or rose water or malaga wine, all favorite flavors with French pharmacists. An elegant and "chic" elixir of the French type may be made as follows:

One large navel orange.	
Deodorized alcohol	3iv
Cut loaf sugar	3vi
Distilled orange flower water	3iv
Distilled water to make	Ol

Grate the outer yellow layer of the orange peel into the alcohol and macerate a few hours, filter, add the remaining ingredients, and when the sugar is dissolved filter at a low temperature, so that the elixir will not be liable to cloud upon exposure to cold.

For an elixir having the flavor of malaga wine, use this formula:

Malaga wine of fine quality	3viii
Cut loaf sugar	3iv
Deodorized alcohol	3ij
Distilled water to make	Ol

As the physicians of this country are beginning to prescribe the glycerophosphate salts quite extensively, and there is so little data to be found in the text books regarding them, we will give a brief review of what is known of them.

The glycerophosphate salts were first introduced in medicine by Dr. Albert Robin, of Paris, in 1894. Dr. Robin discovered them in Dr. Brown-Sequard's orchitic extract, and declared them to be the active principle of that famous "elixir of life."

Chemically, they are compounds of various bases with glycerophosphoric acid, the latter being a compound consisting of a molecule of glycerin and a molecule of phosphoric acid, a molecule of water being set free in the act of union, the formula being $C_3H_5PO_6$.

A working process for the calcium salt will be found in the AMERICAN DRUGGIST for January 14, 1901. The other salts are made from this by chemical substitution of the various bases, as in making hypophosphite salts.

The glycerophosphates are recommended in neurasthenia and other nervous affections; in wasting diseases and in convalescence. They have also been used in chlorosis, sciatica, tic douloureux, phosphaturia and locomotor ataxia. Practically they seem to be a promising succedaneum for the hypophosphite salts, and will probably take their place to a large extent for the next few years at least.

The rationale of the use of the glycerophosphates is that they contain phosphorus in the same state as it exists in the nerve tissue of the body, and constitute therefore a natural form of administering phosphorus, and one that makes it at once assimilated without further

change. This is based upon the theory that the lecithin of food is converted into glycerophosphoric acid before assimilation, the theory resting upon the fact that the glycerophosphate salts are found in orchitic extract and in the extracts of nerve tissues generally.

However this may be, the glycerophosphates are coming into extensive use, and show every sign of being very popular with physicians. They will in all probability prove to be as efficacious as the hypophosphite salts of like base that have held the stage for so long, and their growing popularity offers a fine opportunity to the enterprising pharmacist to launch a specialty of his own for prescribing by physicians. A nice elixir or syrup modeled on the formula of any good hypophosphite preparation, using the same quantities, doses and uses and the same advertising arguments, ought to prove popular and achieve a large sale. Salts of the same bases as the most used hypophosphites may be obtained of the large chemical houses—viz.: Glycerophosphates of lime, soda, iron, potassa and quinine; these salts are all soluble in water, excepting the quinine salt, which is only sparingly so.

The latest glycerophosphate combination to be brought out is "Lecithin from the egg," which is now being boomed by the firm of Poulenc Freres, of Paris, who make a specialty of all the glycerophosphate chemicals and preparations. The makers' claim for "Lecithin from the egg" is, that it is the isolated lecithines as found in fresh eggs, being a mixture of three lecithins—the stearic, palmitic and oleic lecithin; "differing only from the chemical point of view in the nature of the fatty acid contained in the molecule; all three having as a common basis the combination of choline with glycerophosphoric acid, from which they derive their physiological properties." The phosphorus content of the mixture of the three lecithins is stated to be 3.84 to 4.12 per cent.

Trade-Mark Registration.—L. D. C. writes: "We have a number of titles for registration, and should like to know the way to go about procuring protection by registration and the price per title."

Application should be made to the Commissioner of Patents, Washington, D. C., who is charged with the supervision and control of the entry or registry of labels, and also of all prints designed to be used for any article of manufacture. Labels susceptible of protection can be registered at a fee of \$6.

Liquefied Sodium Phosphate.—F. and N.—Sodium phosphate can be prepared in concentrated liquid form, either by treatment with phosphoric acid, one part of 50 per cent. acid to four parts of sodium phosphate, as noted in the "Philadelphia Hospital Formulary," or in combination with citric acid as recommended in the Formulary of the Cincinnati Academy of Pharmacy, which is quoted below:

LIQUEFIED SODIUM PHOSPHATE.

Sodium phosphate	100 Gms.
Citric acid	23.4 Gms.

Triturate together and heat on a water bath until liquefied. Strain through a pellet of cotton if necessary. Each fluid dram of this liquid represents 75 grains (4.86 Gms.) of sodium phosphate.

This preparation will crystallize at 15 degrees C. (59 degrees F.), but will readily liquefy again upon warming. It is miscible with water or syrup in all proportions without separation.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

SELL THE GOODS.

MANY, I think, fail to realize that advertising holiday goods is in some respects a different problem from selling other goods throughout the year. The holiday season is short, it is a time when direct and immediate results must be had from the advertising. If a large proportion of the stock is left to be carried over the profit on goods sold is largely or wholly dissipated. Those who go into holiday goods at all extensively must remember that the risk is not in advertising them too much, but too little. It would be more profitable to spend ten per cent. of the retail value of the stock and sell all of it than to spend one per cent. and sell half. The two common mistakes in holiday advertising are delay in starting and failure to advertise heavily enough. In country towns, where large stocks are carried, heavy advertising should be begun at least a month before Christmas, and the goods should be displayed equally early. It pays to get ahead of the other fellow. A big ad ahead of the rest of them will do more good than two big ones later, though the later ones must not be neglected. First impressions are important, later ones do not displace them. Those who have intended to have their holiday opening about December 7 had better change the date to to-day and have a good big ad in the papers to-morrow; then never let up until it is all over.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Geo. P. Perley & Co., Primghar, Iowa.

CRITICISM AND COMMENT.

Geo. P. Perley & Co., to whom the prize is awarded, send a circular letter accompanied by about eight attractively printed slips. The letter and all of the slips were enclosed in a square envelope, and the whole bunch evidently sent to names upon their mailing list. This particular batch of advertising is especially creditable, because heavy enamel paper has been used for the slips. This is a little thing, but one that might easily influence the results.

The advertising on the slips is of the sensible, straightforward variety. It tells people about something, tells them what it is for and why it is desirable. Prices are given on part of the slips; should be given on all. Price is part of the information people want. There is sometimes special objection to giving prices in the newspapers, but in printed matter sent through the mail prices can be used effectively, even though they be regular ones.

After Five Years.

Mr. Ansley, East Liverpool, Ohio, sends an eight-page and cover pamphlet, issued on the fifth anniversary of his store. It is bound in green, the cover being printed in aluminum and copper bronze, which makes an attractive job.

The matter inside begins thus: "In presenting this, our first announcement, to you," etc. This seems to indicate that Mr. Ansley has been neglectful of his opportunities in the past. If the next announcement or other advertising does not follow at a much shorter interval, this book will be largely wasted. No single piece of advertising, no matter how good, is apt to pay properly unless supplemented by other ads.

A Logical Circular.

W. O. Frailey, Lancaster, Pa., makes an Iron Tonic which he tells people about in an eight-page circular of about 2,500 words. This circular tells the whole story,

This Is the Season for Colds.

WE want to recommend to you **DR. ROBINSON'S COUGH REMEDY**. This is a remedy that we have put up for several years—and can earnestly recommend it to you in all ordinary cases of Coughs, Colds, Croup, Lung and Throat Troubles. Contains no opiates. Is a safe remedy to give the Children. We give you a large bottle for 25c. and guarantee it to please you. Try it and if not satisfactory
YOUR MONEY IS WAITING FOR YOU.

MANUFACTURED ONLY BY

**GEO. P. PERLEY & CO., THE DRUGGISTS,
PRIMGHAR, IOWA.**

❖	No Family	❖
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Should be without a good Fountain or Family Syringe and Hot Water Bottle. They often times save you a spell of sickness, as well as a doctor's bill.—We have just received a large assortment of these goods—all new and fresh from the factory. It pays to buy rubber goods that you know are fresh. We make the price right.

❖	GEO. P. PERLEY & CO. The Druggists PRIMGHAR, IOWA.	❖
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The Prize Advertisements.

beginning with iron and ending with descriptions of cases cured. If it were anything but a circular for a medicine there would be too much matter in it, but it seems hard to overdo when it comes to writing medical literature. I think the experience of all general advertisers is that those who are sick, or think they are, like to read all about it. Mr. Frailey's circular is an exception in this respect to most of the literature put out by druggists, and in most essentials is far better than the average production.

Pamphlets Received.

Proceedings of the twenty-second annual meeting of the Kansas Pharmaceutical Association, held at Topeka, Kan., May 21, 22 and 23, 1901. Secretary, E. E. Lair, Topeka.

Opinion of Hon. J. H. Lumpkin, Judge Superior Court, Atlanta Circuit, in re. Jacobs Pharmacy Company vs. Brown & Allen, et al., granting injunction until final hearing of case and injunction.

Proceedings of the twenty-third annual meeting of the New York State Pharmaceutical Association, held at Buffalo, N. Y., June 4, 5, 6, 7 and 8, 1901, also the Constitution and Roll of Members, Judson B. Todd, secretary, Ithaca, N. Y.

The September number of the "Century Magazine" contains an illustrated article on "Mid-Air Dining Clubs," which includes an interesting description of the Drug Trade Club of New York. It is handsomely illustrated.

OUR CONVENTION REPORTS.

THE following are selections from a large number of commendatory letters relating to our report of the N. A. R. D. meeting in the AMERICAN DRUGGIST for October 28, 1901:

AN EDITORIAL OF GREAT SERVICE.

I take pleasure in congratulating your subscribers on the full reports they have received through the AMERICAN DRUGGIST of the various association meetings, but it is in the editorial of October 28 that your journal renders a service of great value to the retail drug trade at the present time. This editorial, in a few words, lays bare the entire situation, for you truly say: "Unprejudiced and careful observers will agree with us that the association is stronger to-day than it was a year ago, despite the wavering and half-hearted support which it has received from associations in the East, from which better things might have been expected."

It is an open secret that a certain Eastern association of retail druggists failed to bring the last cutter to terms because it refused to refund him for a fresh supply of cut rate price lists which he had just printed; yet we read monthly that said association has a balance in its treasury of over \$700. What is the money in the treasury for? To worship, a la golden calf style? Had this association put some of its money where it would do the most good, its members would to-day have gotten it back ten fold. However, it is by experience we profit, and it is to be hoped that the East will arouse itself and show the West what can be done by honest and unselfish endeavor. It has the promise of the assistance of the N. W. D. A. and the N. A. R. D., and judging from its past, the AMERICAN DRUGGIST will not belie its title in being truly the representative of the American druggist.

LOUIS EMANUEL,

Former president of the State Pharmaceutical Examining Board of Pennsylvania.
Pittsburg, Pa.

LESS WOULD HAVE DISAPPOINTED.

Your very complete report of the N. A. R. D. convention should be appreciated by every one connected with the association, either directly as a delegate or as a member of an affiliated body. Personally—having been a subscriber to the AMERICAN DRUGGIST for many years and being accustomed to get full reports of everything that transpires that would prove of interest—I possibly expect too much, but I would have been disappointed at anything less than the completeness of your report.

SIMON N. JONES,

Chairman of the Executive Committee of the National Association of Retail Druggists.
Louisville, Ky.

NOTHING LESS EXPECTED.

As a Buffalonian and a participant in the transactions of the recent convention of the National Association of Retail Druggists held in this city, I wish to congratulate the AMERICAN DRUGGIST upon its excellent report of the proceedings of that convention. It presents clearly and in an interesting manner all that transpired then, and will, no doubt, help the interest in the association all over the United States. However, we expected nothing less of "America's leading drug journal." Yours truly,

J. A. LOCKIE,

President Erie County Pharmaceutical Association.
Buffalo, N. Y.

WISHES EVERY ONE WOULD READ IT.

Your report of the annual meeting of the N. A. R. D. was very good, indeed, and gave to those who had not the privilege of attending as good an idea of all that transpired at the meeting, as they could have got by being actually present. I wish every one connected with the retail trade would read your report and become so full of the advantages of organization that every one of us might be included in the membership of the N. A. R. D. I am personally much pleased with the AMERICAN DRUGGIST, and especially so with its market reports. I always scan them carefully, as I feel that I can place dependence upon them. I have taken the AMERICAN DRUGGIST since 1882 and find it the most helpful of all the trade journals in my business life.

GEO. E. THORPE,

Committee on Transportation, N. A. R. D.
Syracuse, N. Y.

INTERESTING AND INSTRUCTIVE READING.

I desire to compliment you on the able and exhaustive report of the meeting at Buffalo. It certainly makes interesting and instructive reading, both for those who were in attendance

and those who were not, and is a credit to your enterprising journal.

GEO. REIMANN,

Secretary Western Branch of the New York State Board of Pharmacy.
Buffalo, N. Y.

A FAITHFUL REPORT.

I read with great interest and profit your report of the third annual convention of the N. A. R. D. It brought the entire proceedings before me in a distinct, concise and correct form. The AMERICAN DRUGGIST reaches me regularly and I always enjoy reading it.

RUDOLPH VITT, Ph.G.,

Treasurer National Association of Retail Druggists.
St. Louis, Mo.

COMPLETE AND ACCURATE.

I take pleasure in congratulating you upon the completeness and accuracy of your report of the N. A. R. D. convention. The articles in the AMERICAN DRUGGIST are always well gotten up and attractively presented.

F. W. HANCOCK.

Oxford, N. C.

CANNOT BUT BE PLEASED.

The members of affiliated bodies cannot but be pleased with the report of the N. A. R. D. convention published in the AMERICAN DRUGGIST, as well as your enterprise in getting it out so promptly.

W. E. BINGHAM,

Secretary Alabama Pharmaceutical Association.
Tuscaloosa, Ala.

WE OMITTED THE CHAFF.

Your report of the recent Buffalo convention of the N. A. R. D. is excellent. In my judgment you have recorded correctly what took place, omitting the chaff.

GEO. D. CASE.

Milledgeville, Ga.

A SUCCESS FROM EVERY STANDPOINT.

The convention number of the AMERICAN DRUGGIST is a success from every standpoint. It records accurately the doings of the N. A. R. D. convention and treats the opposing factions with fairness and courtesy. The promptness with which you published so complete a report of the proceedings entitles you to much credit and should meet with the hearty approval of the drug trade.

THOMAS VOEGELI,

Vice-President of the National Association of Retail Druggists.
Minneapolis, Minn.

DESERVING OF THE HEARTIEST COMMENDATION.

I congratulate you upon the full and accurate report of the N. A. R. D. meeting contained in your issue of October 28. The AMERICAN DRUGGIST deserves the heartiest commendation for the valuable information it contains in every one of its issues. I am a subscriber to all the leading drug journals, but it is with difficulty I can keep yours in sight, owing to the fact that the employees of the store seem to be as anxious to read it as I am.

THOMAS STODDART,

President New York State Pharmaceutical Association.
Buffalo, N. Y.

COMPLETE, CONCISE AND CREDITABLE.

The report of the N. A. R. D. convention in the AMERICAN DRUGGIST for October 28 is complete, concise and a credit to your journal. It will redound to the benefit of the retail druggists throughout the United States. I hope it will cement the ties and pledges more firmly. Your journal is always interesting and instructive.

GEO. D. FELDNER.

New Orleans, La.

AUDI ALTEREM PARTEM

The account of the action of the Ohio delegation at the N. A. R. D. convention, as published in your journal of October 28, is so manifestly unfair, unjust and incorrect, that I feel, as do the other delegates from Ohio, that there is some animus in publishing such a misstatement of facts, and do not feel that it should go unchallenged. Ohio has no apology to offer for its course in the convention and at this time we see no reason for changing our views in regard to the essential points for which we contended, and which we believe will finally, or a large part of which, will be adopted by the national body. Ohio's reason for taking the stand she did was that our experience with "tripartite plan," as operated by the "powers that be," was a dismal failure. We felt and still feel that had the tripartite plan been reinforced by the plan recommended by President Anderson, we would have relieved the National Executive Committee of lots of labor in its enforcement, as Ohio has demonstrated the practicability of the Worcester feature of the plan at least. Again, the reason Ohio took the course she did was because of the method

adopted to smother all further discussion of the question, by a motion to refer matter to a committee, who were known to be hostile to the measure. My language, as can be verified by stenographic reports, was as follows: "Ohio desires to say that if this resolution is smothered or pigeonholed, we will not be responsible for the future course of Ohio in the National Association, but if the question has a fair discussion by the body, we are willing to submit to the will of the majority." In view of the record, it is hardly necessary for Ohio to declare its loyalty. We stand to-day, as always, ready to contribute our means and labor in any cause that means the benefit of the retail druggist.

Cleveland, O.

E. C. LINGAN,
Chairman Ohio delegation.

PHARMACY BOARD INSPECTOR ARRESTED.

Held in Bail on a Charge of Extortion.

Theodore Lorenz, an inspector of the New York State Board of Pharmacy, assigned to duty in Brooklyn, was arraigned in the Gates Avenue Police Court, Brooklyn, on Saturday, November 9, on a charge of extortion preferred against him by Jacob Cipes, a licensed pharmacist, proprietor of the drug store at 73 Belmont avenue, Brooklyn.

In his complaint Mr. Cipes alleged that he had been visited by the inspector a number of times, who proposed that if Mr. Cipes would pay him \$5.00 he would be relieved from an espionage that was now kept upon him. Mr. Cipes communicated with friends, one of whom informed the chairman of the local Board of Pharmacy, who, it is claimed, promised to take action and defeat the intentions of the inspector. No action was taken, however, and Mr. Cipes was obliged to make complaint at the Pitkin Street Police Station, and a trap was there laid to catch the inspector. Lorenz was told by Cipes to call at a certain hour next morning (Saturday) for his money, when a detective from the police station was posted behind a partition in the drug store to await developments. Pretty soon, according to Mr. Cipes' statement, the inspector came to the drug store and repeated his demand for the \$5.00.

"I gave him a five dollar bill which had been previously marked by the detective," said Mr. Cipes. "He took it. Then the detective, who had witnessed the whole transaction, stepped out from his hiding place and arrested him and took the marked bill from his pocket."

When held before Magistrate Furlong on his first appearance, Saturday, November 9, reference to which was made in the AMERICAN DRUGGIST for November 11, Lorenz earnestly protested his innocence. He said that he was employed eight hours a day by the State Board of Pharmacy, and that the balance of the time was his own to utilize as saw fit. He said that he had sold several drug stores and received a commission for effecting the transfer of the property. Cipes, he said, had asked him to sell his store for him, because business was bad, and that he agreed, providing that he was paid part of the commission in advance. He wound up his protestation of innocence by saying: "The whole trouble, your Honor, is that these Jews believe that the State Board of Pharmacy is hounding them. This is spite work against me. I don't know what to make of it."

Detective Lynch, of the Sixty-third Brooklyn Police Precinct, corroborated the statement of Druggist Cipes, although he differed somewhat as to details.

"Lorenz came into the place, and when he received the \$5.00," said the detective, "he said: 'Now you won't be troubled any more.' I was not behind a partition. I stood out in the open store and witnessed the whole transaction. I marked the bill myself and took it from him afterward."

Magistrate Furlong held the prisoner in \$500 bail for examination on November 12.

The attitude of the members of the local branch of the board toward this case was rather surprising. A plain charge of extortion was made against one of their inspectors, which was supported by the testimony of the detective, who marked the \$5.00 bill which, according to the detective, was accepted by the inspector as the price of immunity from interference. When the case was called in the Gates Avenue Police Court on Tuesday, November 12, the complainant, Mr. Cipes, was alone in the matter, while Lorenz, the accused inspector, was encouraged by the presence of two members of the board, William Muir and Dr. A. H. Brundage, and Counsellor Hieronimus A. Herold, Ph. G., of New Rochelle, N. Y., the attorney for the board. Counsellor Herold threw out dark hints to the reporter for the AMERICAN DRUGGIST of a deep laid plot among Hebrew druggists to discredit the Board of Pharmacy—this by way of excuse for his appearance in behalf

of the accused inspector. No opportunity was given for a hearing on the case, the request of the board's attorney for an adjournment to Friday, November 29, being granted by the Court.

In conversation with an AMERICAN DRUGGIST reporter Sidney Faber, secretary of the Board of Pharmacy, said:

"All that the board can do in justice to its good name and in all fairness to the accused inspector has been done. We have suspended the man. Now the board is simply waiting for the disposition of the case. It is impartial and does not wish to arrive hastily at conclusions. There are certain aspects of the matter, however, that make it look very like a conspiracy."

THE ANTITOXIN TETANUS CASES.

Health Department Charged With Negligence by the Coroner—Tetanus Toxines Found in Diphtheria Antitoxin—Report of the Committee of Bacteriologists.

St. Louis, November 18.—Coroner Funkhouser has made public his verdict in the fourteen cases in which death occurred following the administration of diphtheria antitoxin prepared and issued by the Health Department of this city. The verdict, which is signed by Dr. Funkhouser and his deputies, Dr. Boogher and John T. Fitzsimmons, reads as follows:

We find that the deceased came to their deaths upon the dates mentioned from tetanus, following the administration of diphtheria antitoxin, containing tetanus toxin, said diphtheria antitoxin having been prepared and issued by the Health Department of the city of St. Louis, and bearing dates on labels of August 24, 1901, and September 30, 1901.

The testimony shows that the Health Department owned a horse named Jim, stabled at the Poorhouse Farm, and used in the preparation of diphtheria antitoxin. Said horse Jim developed tetanus on October 2, 1901, and was at once killed. Blood was drawn from said horse Jim on August 24, 1901, the serum of which was non-toxic. Blood was again drawn from said horse Jim, September 30, 1901 (during the period of incubation of tetanus), the serum of which contained tetanus toxin. Serum drawn September 30, 1901, was issued by the Health Department in bottles bearing labels respectively dated August 24, 1901, and September 30, 1901.

That the toxic serum drawn September 30, 1901, was issued is shown by the fact that the toxic serum dated August 24, 1901, and all the serum dated September 30, 1901, are identical in the following particulars:

1. In appearance.
2. Absolute weight.
3. Specific gravity.
4. Freezing point.
5. Chemical reaction.
6. Spectrum analysis.
7. Antitoxic potency.
8. Toxic value in producing tetanus in lower animals.

The non-toxic serum drawn August 24, 1901, and so labeled, in no wise agrees with the toxic serum in any of the above characteristics.

The presence of tetanus toxin in the diphtheria antitoxin shows negligence upon the part of the Health Department in the preparation of the said diphtheria antitoxin and in the issuance thereof.

The report of the committee of expert bacteriologists, upon which Dr. Funkhouser's conclusions are based, has also been made public. This committee, composed of Dr. C. Fisch, Dr. E. C. Walden and Dr. E. Meade Bolton, examined into all the cases and attended nearly all of the post mortem examinations. The principal feature of their report is the fact that the serum which caused the tetanus contained no tetanus germs or spores, but did contain a sufficient quantity of tetanus toxines to kill the patients to whom it was administered. The committee states that the evidence shows that serum drawn from horse suffering from tetanus was bottled without being properly tested, and that a portion of this serum was wrongly labeled, the serum having been drawn on September 30, and a portion of it labeled August 24. Dr. Arnold Ravold, the bacteriologist in the Health Department, who had charge of the preparation of the serum, asserts, notwithstanding what the committee says, that the statement made by him that all of the serum drawn on September 30 was destroyed is correct.

Washington Drug Clerks Organize.

The drug clerks of Washington, D. C., have organized a union for mutual protection, and for the harmonizing of their interests with those of their employers. The association is known as the Registered Drug Clerks' Union of the District of Columbia, and out of the 300 clerks in the city more than 100 have already joined. The union is affiliated with the American Federation of Labor and has been granted a charter by that organization. The officers of the Washington Union are: President, Mr. Klemwroth; vice-president, Frank Stockton; treasurer, Samuel Richardson; secretary, Mr. Kerfort.

NEW YORK'S PHARMACY LAW WILL BE AMENDED.

Agreement Reached at a Conference.

The Committee on Legislation of the New York State Pharmaceutical Association held a conference at the College of Pharmacy, 115 West Sixty-eighth street, this city, on Tuesday evening, November 12, when an agreement was reached as to the form the proposed amendment to the pharmacy law will take. The meeting was presided over by President Thomas Stoddart, as chairman of the committee, and the conference was participated in by the members of the Legislative Committees of the various local associations, including the German Apothecaries' Society, the Greater New York Pharmaceutical Society and the New York Retail Druggists' Association. The conference was entirely harmonious, all of the participants being in agreement upon the main points at issue. A bill will accordingly be introduced at the next session of the legislature changing the method of electing members of the State Board of Pharmacy for the Eastern Section; also changing the basis of representation on the board from this section.

The proposed amendment will provide that every licensed pharmacist in the Eastern Section who is a member of an incorporated pharmaceutical society be given the right to vote for the members of the board; also that the appointment of members of the board from this section be three from Manhattan, the Bronx and Westchester, and two from the other counties, and that the election be held in the respective districts. Representatives of the State and local associations who attended the joint conferences here agreed not to oppose the passage of the proposed amendment, and further agreed not to introduce any other bill to change the State pharmacy law at the next session of the legislature.

At present the election of the members of the board for the Eastern section occurs in June of each year. Two are elected by the Manhattan Pharmaceutical Association, two by the Kings County Society, and one by the German Apothecaries' Society. The "Eastern Section" consists of the counties of New York, Kings, Queens, Nassau, Suffolk, Richmond and Westchester. The rest of the State is similarly divided into the Middle and Western Sections.

The Legislative Committee of the State association, as a further result of the conferences here, has decided to indorse and support the bill introduced in the last session of the legislature by Assemblyman Weeks, making it a "misdemeanor for any person, firm or corporation to sell or offer for sale an adulterated or altered drug, medicine, pharmaceutical preparation or chemical substance."

Professor Michaelis, of Albany, was the only member of the State Legislative Committee not present, he being unavoidably detained. With Chairman Stoddart were present W. H. Rogers, Middletown; Wm. Muench, Syracuse; Wm. Muir, Brooklyn; Felix Hlneman and S. V. B. Swann, New York. Dr. A. L. Goldwater and A. B. W. Firmin represented the Greater New York Pharmaceutical Society; George H. Hitchcock the Manhattan Pharmaceutical Association; Sidney Faber and Oscar Goldmann represented the German Apothecaries' Society, and J. Weinstein and Peter Dimond the New York Retail Druggists' Association.

Kentucky Board of Pharmacy.

At a meeting of the Kentucky Board of Pharmacy, held at Richmond, October 8 and 9, a class of ten applicants were examined. The following passed: V. R. Beck, Valley View; Harry C. Caseldine, Georgetown; Arthur Kipp, Louisville; J. E. Krekel, Louisville; E. A. Lex, Louisville; C. B. Waring, Lynn.

At the annual meeting, which followed immediately after, C. S. Porter, of Somerset, qualified as member, succeeding Prof. C. Lewis Diehl, whose term of office expired, and the following officers were then elected for the ensuing year: President, Addison Dimmitt, Louisville; secretary, J. W. Gayle, Frankfort; treasurer, J. E. Stormes, Lancaster; chairman Executive Committee, C. S. Porter, Somerset. The next quarterly meeting will be held at Newport on January 14, 1902.

South Dakota Pharmaceutical Association.

The South Dakota Pharmaceutical Association at its recent annual meeting elected the following officers for the ensuing year: President, C. M. Series, of Salem; vice-presidents, H. A. Parker and O. A. Crane; secretary, E. C. Bent, of Dell Rapids. The selection of the place of meeting for next year was left to the Executive Committee.

LOCKJAW FOLLOWS VACCINATION AGAINST SMALLPOX.

Vaccine Virus Free from Germs.

Camden, N. J., November 18.—So far ten cases of tetanus have developed within a radius of twenty-five miles of this city during the past two weeks, and as a consequence the public have become very shy of vaccination, as this has been looked upon as the cause of the attacks.

The Camden Board of Health has issued orders to stop all vaccination for the present and has carried out a very thorough and searching investigation of the whole matter. It has been shown clearly and conclusively that the vaccine virus used was entirely free from germs; that the tetanus developed from nineteen to twenty-three days after the vaccination, whereas, had the infection been due to the virus, it should have developed in not more than nine days; that among the million people who had been vaccinated within thirty-five miles of Philadelphia, only ten cases of tetanus have been recorded, and that the same vaccine virus which was followed by tetanus in Camden had been used in other cities without producing any symptoms of tetanus whatever.

As a result of this investigation the board has issued a statement calculated to allay the public apprehension. The occurrence of so many cases of tetanus in and near these cities shows the presence of tetanus germs here, and in the presence of these germs the board holds that vaccination should, for the present, be discontinued. The statement of the board follows:

First.—Tetanus germs are probably more widely distributed than any other organism: they are found in the earth, in the dust, dirt of stables, private houses, public places, in the air and water.

Second.—The prevailing dry spell of weather, with the high winds, undoubtedly has an important bearing upon the occurrence of outbreaks of tetanus by disseminating the germs, which are brought in contact with the open wounds of vaccination.

Third.—Authorities such as Osier, Sternberg, Park and many others have stated that the period of incubation of tetanus occurs in from five to nine days. Dr. Park's record of tetanus cases for the last five years indicates that all acute cases of tetanus, which are the severe type following a wound or injury, occur within five to nine days; the subacute cases, those of a milder type (frequently getting well), occur as late as twelve days, proving conclusively that cases of tetanus appearing in from three weeks to one month following vaccination, can in nowise be attributed to the virus employed nor to faulty technique of the physician.

Fourth.—The recent cases of tetanus appearing in Camden and several other points have occurred from nineteen to twenty-eight days after vaccination, and in no instance was it at an earlier period; they have been of an extremely severe type, death following in a few days. All cases must be classed as acute tetanus, such as develop within five to seven days after incubation.

Fifth.—It is also noticeable in all cases in Camden, and other places where tetanus has developed, after careful examination as to the cause, that it is due to lack of care in regard to cleanliness, or the wound has been exposed by the scab being knocked off or removed, or else the arm has been bruised and infection resulted. Very little care is taken by the ordinary person, after vaccination, to protect the vaccinated area against contamination: in fact, it has been regarded as an operation without danger of contamination, and, in consequence, dirty clothing is allowed to come in contact with the sore; frequently children scratch the vaccinated area with their dirty fingers and nails: the vaccination itself is a sort of curiosity to them, and in many cases they show the same to other children, who handle it with their unwashed hands. Under such conditions, it is a wonder that, with the large number of children and adults vaccinated, there has not been a more frequent occurrence of the disease.

Sixth.—The most careful bacteriological examinations of the quality of vaccine have been made, and not a single tetanus spore or bacillus has been found. There is no record of a case of tetanus being caused by virus employed; all reports show outside contamination. All of the cases in Camden have occurred from three to four weeks after vaccination, and tetanus followed in every make of vaccine employed, proving conclusively that the infection of the virus is not due to the method of preparation, thus eliminating the possibility of impure virus or the faulty technique of the physician.

Seventh.—It is a most important matter to impress the value of using an aseptic vaccine shield. The progress of the vaccination should be watched and the shield removed every two to four days, so as to cleanse the vaccinated area, as well as the shield.

Eighth.—Impurity of the vaccine virus supplied to our Board of Health is impossible from the process of preparation and testing. Every animal is immunized against tetanus by an immunizing or protecting dose of antitoxin. The vaccinated surface of the heifer is thoroughly cleansed and all outside contamination removed by washing with sterile water. The vaccine pulp is then collected according to the most rigid aseptic surgical process, triturated and ground in glass rollers and placed in sterile hermetically sealed glass tubes, where it cannot be exposed to the air. No vaccine is used until veterinary tests and thorough post-mortem examinations prove the animals from which the vaccine is collected to be absolutely healthy. Virus collected from animals shown to have the slightest trace of disease is burned.

The virus is subjected to repeated bacteriologic examination by one of the foremost bacteriologists and an expert in the propagation of vaccine virus, and only virus is used that the most searching examinations prove to be pure. Furthermore, as an absolute proof, guinea pigs are injected with the virus to prove the entire absence of contamination. Contamination of the virus after testing is impossible, because it is filled by a vacuum process, entirely separate from the outside air, into sterilized capillary tubes, the ends of which are sealed by a Bunsen flame.

During the time the vaccinating was being done in Camden the Philadelphia Board of Health and the physicians have used over 700,000 vaccinations. The president of the Philadelphia Board of

Health states that there has not been a single case of tetanus following vaccination in Philadelphia, nor has there been any complaint whatever from physicians of excessive inflammation.

The physicians of Camden are satisfied, and have repeatedly stated, that the virus was not the cause of tetanus. The Camden Board of Health have had bacteriological examinations made of the vaccine and find it pure. A full report will be mailed to you later. The article has been unfortunately treated from a sensational standpoint by the newspapers, which will have a serious effect upon the minds of the general public, who are led to believe the virus or the physician's technique at fault. The matter is a very serious one, and physicians and Boards of Health throughout the country are deeply concerned, since, if this impression is not overcome, it will seriously affect their usefulness in stamping out epidemics of smallpox. Smallpox cannot be controlled, nor is there any preventive known except proper vaccination.

An Interesting Souvenir.

The New York Evening Post commemorated its one hundredth anniversary by the publication of a special number and the issuance of a fac-simile of the first number of the publication, on November 16, 1901. Prominent among the advertisements in this first issue of the Post we find that of Jacob Schieffelin, which is reproduced herewith.

This Jacob Schieffelin was the third of that name in America, and the founder of the present house of Schieffelin & Co., who, in 1794, bought out the business of his brother-in-law, Effingham Lawrence, and took into partnership with him another brother-in-law, John B. Lawrence, who later retired from the firm. The son of Jacob, Henry H. Schieffelin, be-

century of our history, and embracing many periods of great financial stress, is one of the best evidences of the good judgment, enterprise, fairness and sterling integrity which have made such a career possible.

This Appointee Not Persona Grata.

A recent appointment to the Pennsylvania Board of Pharmacy by Governor Stone has called out a protest on the part of the Western Pennsylvania Retail Druggists' Association. The protest was embodied in a resolution worded as follows:

Resolved, That the recent appointment made by Gov. Wm. A. Stone to fill the vacancy on the State Pharmaceutical Examining Board is extremely distasteful and disappointing to the members of this association, as well as to the drug trade throughout the State.

The reasons for this action are that the appointee is not in any sense a representative druggist; is not in harmony with the members of the craft in his own city, and is not affiliated with any of the various organizations intended for the protection and advancement of the profession. These we deem good and sufficient reasons for not regarding the appointee as fitted to represent in a becoming manner so important a section of our great commonwealth as the western end of the State.

Therefore we hereby express our disapproval of this appointment and regard the selection as extremely unwise and unfortunate.

The resolution was accompanied by a letter, in which the association, through its secretary, expressed itself as follows:

We feel that offices of this character should be filled by men who are acceptable to the trade as represented by the societies composed of the best class of the members of the trade, and they should be entitled to some consideration. This is the course followed in other States that have similar laws on their statute books, and has been found to bring about more satisfactory appointments than where mere political qualifications are made the rule for filling so important a position as the one under consideration.

Obituary.

George Clarke Harbottle, a well known druggist, of Toronto, Ont., died there on November 10. Mr. Harbottle was 40 years old and leaves one child, a daughter.

Calvin E. Hull, of 531 Washington avenue, Brooklyn, died on November 13 at his summer home, Black Rock, Conn. Mr. Hull started life canvassing and selling patent medicines in the South, and afterward became a manufacturer of medicines, by which he accumulated a fortune. He had long retired from active life, and was 88 years old. He was born near Haddam, Conn.

Charles W. Warrington, a well known druggist, of Philadelphia, Pa., committed suicide on November 13 at his home in that city. He was the third member of his family to kill himself, two brothers having ended their lives. No cause is known for the act. Mr. Warrington was 47 years of age. He was born in Moorestown, N. J., and was a graduate of the Philadelphia College of Pharmacy. For several years he was a member of the firm of Warrington & Pennypacker, wholesale druggists, and in 1897 he bought a retail business at Seventeenth and Mt. Vernon streets.

John H. Reifsnyder, for many years a pharmacist at Washington, D. C.; Nashville, Tenn., and Savannah, Ga., although of late years he had been connected with a cotton compress company and other concerns, died recently, at Ferguson, Mo. He was 60 years old.

William Dunning, of the firm of Dunning Bros., Providence, R. I., died recently in that city. He was a native of England and was 35 years old.

Adam J. Gosman, a well known manufacturing druggist and chemist, of Baltimore, Md., died on November 8 in that city. Mr. Gosman was 68 years old and had for more than 30 years conducted a pharmacy in Baltimore.

Albert P. McClure, head of the McClure Drug Company, of Nashville, Tenn., died on November 13 at his home in that city, after an illness of several months. Mr. McClure was 41 years old and quite popular. He leaves a wife and one child.

Frank C. Worthington, druggist, of 382 Jay street, Brooklyn, was found dead in his bed on November 13. He had conducted a drug store on Fulton street and was well known.

James Wortham, a popular young druggist, of Austin, Texas, died recently in that city.

E. R. Harding, a druggist, of Dayton, Ohio, died on November 13. He was about 52 years old.

DRUGS, MEDICINES, & GLASS.

JACOB SCHIEFFELIN, Druggist, no. 193
Pearl-street, *late Lawrence & Schieffelin*, in addition to the extensive stock of Medicines in store, has just received from Lehigh, London, Amsterdam, and Bristol, the following articles, which he will sell low for cash or credit

10 lbs. oil of cloves	150 dozen choice cassia
6 lbs. anisi	oil,
2 lbs. rhodium	200 lbs. cas. bergamot
100 lbs. amber	200 lbs. — lemon,
60 lbs. juniper	100 lbs. — orange,
5 lbs. cinnamon	50 lbs. — lavender,
6000 lbs. glauher's salts,	300 lbs. gentian root,
4000 lbs. cream tartar,	300 lbs. valerian,
3000 lbs. red & pale bark	250 lbs. tormenta,
250 lbs. Ipecacuanha,	500 lbs. gum myrrh,
100 lbs. do. in powder,	250 lbs. gum sandarach,
6 cases flake manna,	900 lbs. lapis calam,
4 ditto common	400 lbs. scin. fenugreek
150 lbs. cantharids,	500 lbs. carui,
100 lbs. gum opium	200 lbs. flor. camomile,
500 lbs. anjim,	6000 lbs. refined saltpetre
500 lbs. refined camphor	200 lbs. balsam camphire
600 lbs. guthassafetide,	3000 lbs. pink root,
600 lbs. liquorice ball,	300 lbs. refined borax,
36 boxes assorted vials,	1500 lbs. blue galls,
2500 lbs. verdigrise,	500 lbs. antimony,
400 lbs. white vitrol,	2000 lbs. figs guaise,
100 lbs. blue ditto	500 lbs. argent viv.
200 lbs. Prussian blue,	1 cask Dutch pink,
800 lbs. Ceylon cinnamon,	2 ditto rotten stone,
300 lbs. calomel,	500 lbs. aqua fortis,
2000 lbs. patent yellow,	300 lbs. spa. nitri fortis,
500 lbs. precipit.,	100 lbs. spa. sal marina,
2500 lbs. flour stiffer,	100 lbs. Spanish muscato
1500 lbs. sugar of lead,	900 lbs. apothecary's
1000 lbs. oil of vitrol.	200 lbs. cloves.

And 20 crates shop furniture, with a general assortment of Patent Medicines and Surgeon's Instruments, medicine chests for ships with the most approved directions, and every article in the Drug Line will be sold low for Cash or credit. Orders from the country executed with dispatch and on moderate terms.

Nov. 16.

came his partner, and later succeeded with his brothers, Effingham and Jacob, jr., to the business, under the style of H. H. Schieffelin & Co. Four of the sons of Henry H. succeeded him, and the style of the firm was changed to Schieffelin Brothers & Co., and when these four brothers retired from active business they were succeeded by W. H. Schieffelin & Co., the head of the firm being a son of Samuel B. Schieffelin. On the death of William H. Schieffelin, in 1895, the firm name was changed to Schieffelin & Co., with Dr. William Jay Schieffelin, the son of W. H. and great-great-grandson of Jacob Schieffelin, as the representative of the family in the firm, which now includes William N. Clark, William S. Mersereau, William L. Brower and Henry Schieffelin Clark.

The continued prosperity of this house, covering over a

GREATER NEW YORK.

The drug trade had as a visitor recently A. T. Higginbotham, druggist, of Hamilton, Bermuda.

The drug store of Richard J. Thomason, of New Rochelle, N. Y., has been purchased by C. E. Winegar.

Paul Traub, Bordentown, N. J., has recently purchased the establishment of George M. Carslake at that place.

Amlilo Ferreoli, 37 years old, a druggist, of 2054 First avenue, was taken to Bellevue Hospital on November 17, afflicted with religious mania.

Frank Nau, manufacturer of proprietary medicines, at Portland, Ore., has established New York offices at 203 Broadway. Mr. Nau will be himself in charge.

Geo. E. Evans, importer of druggists' sundries, at 3 East Fourteenth street, New York, recently left the city for a tour among the jobbing trade "down East."

The failure of Max Zeller, of 37 Bowery, has resulted in two of his well-known salesmen, Messrs. Charles Siller and H. Figue, becoming associated with Bruen, Ritchey & Co.

Joseph Dahlbender, formerly with Kneuper's City Hall Pharmacy, 263 Broadway, Manhattan, is to open a first-class pharmacy of his own on Broadway, Brooklyn, in the near future.

F. C. Henry, druggist, of Washington, is in the city, accompanied by Mrs. Henry. Mr. Henry is the successor to the late W. S. Thompson, who was widely known as an officer of the A. Ph. A.

While on a visit to this city recently E. R. Vanderhoof, who is prominent in South Bend, Ind., drug circles, announced the engagement of his daughter, Katherine, to Henry H. Wurzer, private secretary to Congressman H. L. Brick of that State.

Percy de Stanley, of Rahway, N. J., has purchased the Kirsland Pharmacy, in that city, the oldest establishment of its character probably in New Jersey. Mr. de Stanley is fitting and stocking up the store regardless of expense, and it will be a credit to the city when the work is completed.

While petroleum jelly was cooking in the rear of the drug store of I. C. Garfield, at Lexington avenue and Ninety-sixth street, on November 19, it boiled over, ignited and streamed down a blazing torrent to a heap of packing materials in the cellar. The flames were confined to the cellar and store, and caused a damage of \$1,500.

The New York World, in its issue of November 17, published a sketch of Charles A. Marsh, one of Harlem's oldest druggists. For years Mr. Marsh, who is now pleasantly situated at 131st street and Fifth avenue, was located at 125th street and Third avenue, and he has seen what was once a sleepy little village grow up into a busy and thriving city.

Judge Elwood C. Harris, receiver for the Kinsey & Champin Drug Company, which formerly did business at Broad and West Park streets, Newark, N. J., but went to the wall in November, 1897, filed his final report with Vice-Chancellor Emery in the Court of Chancery on November 14. The report shows that the receiver collected \$2,278.69, and disbursed \$2,116.16. Exceptions may be filed by creditors with the Vice-Chancellor, November 26.

Thomas Stoddart, of Buffalo, was among recent callers at the AMERICAN DRUGGIST office. Mr. Stoddart made a somewhat lengthy stay in the city and was accompanied by several members of his family. Credit for the harmonious and amicable nature of the conference of members of the legislative committees of the various local pharmaceutical associations is freely given to Mr. Stoddart, whose experience abundantly qualifies him to make a most excellent presiding officer.

Early on the morning of November 13 fire broke out in the milling room of Lehn & Fink's new building on William street. The room is situated on the eighth floor of the John street wing. The fire was put out with a loss amounting to less than \$100, owing to the modern appliances for the extinguishment of fire which Lehn & Fink have installed in their building and the excellence of the fire drill of employees. Within two minutes of the discovery three lines of fire hose were playing on the flames, and three more were ready in reserve. Two minutes later the fire had been put out.

Recent visitors to the city trade were: M. B. Ralston, of Weston, Va., who recently opened a new drug store there; Thomas L. Madison, New Britain, Conn.; Thomas P. Squires, of the David Heston Company, and L. W. E. Stedem, Philadelphia; F. F. Howd, of Hyer & Howd, Wellsboro, Pa.; G. W. Ganong, Stevens, N. B., Canada; E. R. Vanderhoof, South Bend, Ind.; Charles F. Earle, Philadelphia; John G. Burkett, of the Minneapolis Drug Company, Minneapolis; H. W. Cady, Plattsburg, N. Y.; N. R. Scott, of N. R. Scott & Sons, Worcester, Mass.; George I. Thurston, of Smithers & Thurston, Buffalo, N. Y.

There was a meeting on November 14 of the Bayonne, N. J., Druggists' Association in Hendrickson's Hall, at which were present Chester D. Ayres, Max Strauss, John Peterson, Jasper Cadmus, William Whitehead, John Burchill and A. Schleimer. The business before the association was disposed of as quickly as possible, because in another room was a table spread with salad, chicken and the like, and here, after the meeting, the druggists gathered. After the banquet there was a pill rolling contest, the druggist rolling the largest number of pills in five minutes to be awarded a prize. This was won by Max Strauss, who rolled 340 pills in the time scheduled. He was presented with a silver pill by A. Schleimer, judge of the contest.

The usual monthly meeting of the Manhattan Pharmaceutical Association was held at the College of Pharmacy last Monday evening. Treasurer George H. Hitchcock, who is chairman of the Committee on Legislation, submitted a report on the recent conference with the Legislative Committee of the State Association on the proposed amendment to the pharmacy law, and a general discussion ensued. The conflict between the poison schedule of the pharmacy act with the statute governing the sale of poisons, which forms part of the Penal Code, was taken up and referred to the Committee on Legislation. These new members were admitted: Alexander Gorga, 212 Grand street; Charles Kessler, Second avenue and Thirty-fourth street.

A recent number of the Bayside Review, a journal published in the Bath Beach district of Brooklyn Borough, contains an excellent sketch and half-tone engraving of the drug store of August E. Neander, at Eighteenth avenue and Eighty-sixth street, Bath Beach. Mr. Neander has met with considerable success since he started in business there about two years ago. The writer states that one great advantage Mr. Neander possesses is that he can make up his prescriptions in at least three languages, and it is his boast that he can compound any prescription sent to him by any doctor in the district. Mr. Neander is a member of the Kedron Lodge, F. and A. M., and the Court Bath, Order of Foresters, and has shown no mean ability at the bowling alleys of the clubs to which he belongs.

Kings County Pharmaceutical Society.

The Kings County Pharmaceutical Society held its regular monthly meeting at the Brooklyn College of Pharmacy on November 12, with President Oscar C. Kleine in the chair. Among the business transacted was the receipt of the report of the delegates to the annual convention of the National Association of Retail Druggists. The delegates were William Muir and Wm. C. Anderson, the report to the society being made by Mr. Muir.

Fifty-six applications for membership were received and referred to the usual committee. James C. Perry, of the Philadelphia Association of Retail Druggists, was a guest, and spoke of the successful efforts in that city to stop the cutting of prices on patent medicines. Dr. Julius Garst, who originated the so-called Worcester or price restrictive plan of selling goods, was also present and spoke at length of cases that had been brought and were pending to test the validity of this contract plan.

Jay C. D. Curtiss, the well known retired druggist, of Rochester, N. Y., was called before the meeting to explain the features of his ingenious appliance, which combines in its mechanism a percolator, filter distillation and evaporating contrivances. This apparatus was exhibited for the inspection of the members.

A group picture, with biographies of Dr. E. R. Squibb, Dr. John M. Maisch, Prof. Edward Parish, Prof. Israel Grahame, Dr. Charles Rice, and Prof. William Procter, jr., was received as the gift of the American Pharmaceutical Association. Arrangements were made to place the portrait-group in a conspicuous place in the Brooklyn College of Pharmacy. New members elected at the meeting were: Henry J. Taft, William P. Thompson, A. Wurzer and William M. Macnaughton.

WESTERN NEW YORK.

Buffalo Druggists Active in Politics—Scotchmen in the Lead—Thomas Stoddart and Neil McEachren Elected to Office.

(From our Regular Correspondent.)

Buffalo, Nov. 20.—The Buffalo Catholic Union the other day embraced the occasion to remark that a new influence from the other side of the water was becoming prominent in the politics of the city. The Irishman and the German were recognized powers in that line from long ago, and now there had appeared the Scotchman. What the Union failed to notice was the fact that the Buffalo Scotch politician in the last election was a druggist, and a good one every time, as he will be a good politician and public servant. Thomas



THOMAS STODDART.

Stoddart, who was chosen a member of the City Council, has been a druggist from boyhood. He was born in Dumfries, Scotland, in 1854, and came to Canada when he was ten years old. Entering a drug store at an early age, he engaged in the drug business more than three years before locating in Buffalo in 1872. Entering one of the Peabody drug stores as clerk, he left it in 1877 to form a partnership with his brother, Charles Stoddart, under the name of Stoddart Bros., which has ever since been a household word in the Buffalo drug trade. Mr. Stoddart is president of the New York State Pharmaceutical Association and of the Empire State Drug Company. As chairman of the Legislative Committee of the N. A. R. D. he was in charge of the work that led up to the repeal of the war tax on drugs. He is very loyal to the Scottish people and is president of the St. Andrew's Scottish Society of Buffalo, which position he has held a number of times. His home is often the place of gathering of Scotch-Americans, especially on social lines. The annual banquet of the St. Andrew's Society, which occurs on November 30, is one of the great events in the transactions of this society. The friends and supporters of Mr. Stoddart, personal and political, are looking with confidence to his career as a high city official. The body to which he has been elected has, from its establishment under the new charter a dozen years or so ago, always contained a larger proportion of able and independent material than is commonly the case, and it gives to a man of determination and right thinking an opportunity to work for the best interests of the city that is not always afforded by legislative bodies.

CAREER OF NEIL M'EachREN.

Neil McEachren, who was elected a member of the Buffalo Board of Aldermen this fall, has already proven his fine staying qualities, for this will be his third term, and he was a County Supervisor before becoming an Alderman. He is a man who shuns display of any sort and is not found making campaign speeches in his interest, but is willing to work when the time comes for putting his shoulder to the wheel. If ever a man has risen to a place of public trust from quiet merit alone that man is Alderman McEachren. The confidence felt in him by the people of his ward was shown during the last

campaign. He was opposed at the caucuses by a member of his party who had long been the unscrupulous leader of the Aldermen from another ward, but who, losing his "pull" in the old stronghold, had moved to the Twenty-third Ward with the express intention of resuming his office from there, but the caucuses buried him and his "jobs f'r the byes" very deep and McEachren was returned. He is much needed in the board, for he is clean and able, never being found working or voting with the doubtful element in that body. He is also a Scotchman, as his name would make pretty certain; vice-president of the St. Andrew's Society and quietly prominent in Scottish affairs. He was born in Scotland, but has spent his life in Buffalo as a druggist, his store at Vermont and Fifteenth streets being one of the landmarks of the West Side of the city. If more men like him, of the sterling business class, would go into public affairs there would be less waste of public funds and less occasion for the complaints of self-seeking that are made of the official class.

R. K. SMITHER'S FINE RECORD.

It is reported that Robert K. Smither, the Buffalo druggist, who has probably done most to direct city and State legislation in the right channels or any man of his calling in the State, has concluded to retire from politics. It is to be regretted that he has taken this step, for he is greatly needed, spite of the adverse opinion of the "leaders" of his party. His record as Supervisor and Alderman has hardly been surpassed in late years for anything that pertains to progressiveness and good government. It is to his credit entirely that his party has found him not so "available" as it has found others, though the verdict of the people has always been recorded in his favor. One of the chief arguments against popular government is furnished by the fact that party organizations so often prefer a weak man, and are ready to be beaten with him rather than choose a man that the people will support, because it is known that he cannot be managed by the machine. Mr. Smither is above the machine and is therefore out of his proper place in affairs, a born organizer and far seeing promoter of good government.

PHARMACISTS UNITE ON SOCIAL LINES.

The Buffalo druggists have concluded to make an effort to unite on purely social lines and have established a society to be known as the Buffalo Pharmacists' Social Club, with the preliminary arrangement to meet every third Wednesday evening. The call for the first meeting states that "these entertainments will consist of vocal and instrumental music, reading, recitations, etc., contributed by our own members. Cards and dancing, in fact, everything that will tend to entertain, amuse and drive away that store feeling," will also be in the programme. The Committee of Arrangements consists of George Reimann, G. A. Schwab, jr., H. S. Rider, T. W. Tyson and J. A. Lockie. At the first meeting an election of officers will be held and an entertainment committee chosen. It will be seen that the traveling drug salesman has been full recognized on the committee as a man who knows how to entertain. The Buffalo druggist usually succeeds in his business organizations and socially he is quite as well qualified. The Pharmaceutical Association for business and the bowling club for athletics may well be rounded out by a social club.

BRIEF NEWS ITEMS.

Emil Zobowski, druggist in the Polish district of Buffalo, has sold out to Stanislaus W. Kluczycki.

Dr. William S. Millener, who had been a druggist in Spencerport since 1870, died last week at the age of 58.

The entering class of the Buffalo College of Pharmacy is larger than ever before, being somewhat more than 100.

In the fire that so seriously crippled the business part of Savona, Steuben County, on the 12th the drug store of George W. Saxton was burned.

The Ontario County Retail Druggists' Association has this month been organized, with the following officers: President, Dr. Sweet, of Geneva; vice-president, R. A. Weld, of Geneva; secretary, W. G. Barker, of Canandaigua; treasurer, F. H. Wisewell, of Phelps.

Buffalo drug circles have two leading topics just now. One is the presence of smallpox in the city, which makes vaccine virus a high seller, and the other is the demand that Mayor-elect Knight, a Republican, shall reappoint Dr. Wende, a Democrat, Health Commissioner. Dr. Wende was appointed by a Democratic Mayor and once reappointed by a Republican. He has made such a good record that the druggists and doctors are almost a unit in asking a further reappointment, though it does not look now as though it would be done.

MASSACHUSETTS.

Board of Pharmacy Adopt Biennial Reregistration—Relief for Pharmacists' Widows—The Question of Sixth-Class Licenses—Pharmacists Elected to Office—News and Notes of the Hub.

(From our Regular Correspondent.)

Boston, Nov. 20.—The Board of Pharmacy has again taken a decided stand upon the question of registration, and has recommended in its annual report that the pharmacy laws be amended making biennial reregistration a requirement and that the fee be one dollar to defray expenses. Another important and just change has been suggested, so that in the event of the death of a pharmacist the widow, executor or administrator may be eligible for a sixth-class license in the continuation of the business. At present, in case of such death, these licenses remain in force to their expiration, but there is no legal provision for renewal. This has worked financial injury to the widows of pharmacists in several instances. The board finds an excessive influx of new stores in some localities wanting sixth-class licenses. The members of the board intend to be partial in dealing with this subject, but take the stand that they should not encourage the multiplication of stores to such an extent that the sale of liquor becomes necessary for their maintenance.

THE APPOINTMENT OF MR. ADAMS TO THE STATE BOARD OF PHARMACY.

Henry Adams, of the drug firm of Henry Adams & Co., of Springfield, who has been appointed as a member of the State Board of Registration in pharmacy by Governor Crane, has been in business in Springfield during the past seven years. He had conducted the drug store which he still owns in Amherst for many years, and at the time of the retirement of John J. Cruse he took up the business at Springfield.

Mr. Adams was born in Middlebury, Vt., in 1845, his father, Prof. Charles B. Adams, at that time holding a professorship in the Middlebury College. In 1848 the family went to Amherst, where Professor Adams remained as a teacher until his death in 1854. Henry Adams was a member of the class of 1869 in Amherst, but left college in his junior year. In the early '70s he was an apothecary in the Naval Hospital in Washington, D. C., and in 1876 he received the degree of doctor of pharmacy from the National College of Pharmacy.

In the spring of 1876 Mr. Adams returned to Amherst, where he established his drug store, which has been successfully managed over 25 years. Mr. Adams is a director in the Amherst Gas Company, a director in the Amherst Water Company, a trustee of the Amherst Savings Bank and president of the Connecticut Valley Druggists' Association, which includes all the druggists in Hampden, Hampshire and Franklin counties. His appointment on the State Board of Registration in pharmacy is for five years. He was nominated as second choice for the appointment at the meeting of the State Association last June, and had considered the mention of his name as only complimentary. The appointment came as an agreeable surprise.

BAY STATE DRUGGISTS ELECTED TO OFFICE.

W. J. Bullock, of Bullock & Waldron, New Bedford, Mass., was re-elected to the Legislature, receiving a handsome vote from his constituents. Mr. Bullock is connected with one of the most prominent stores of New Bedford and is well known to the trade throughout the State. His acquaintance among the members of the M. S. P. A. is extensive and at the last meeting he was elected first vice-president. This should be an important year for Mr. Bullock at the State House, for, with his previous experience, he is likely to be placed on important committees. He is a Republican in politics.

Walter E. Nichols, corner of Chandler street and Columbus avenue, Boston, was elected to the House at the recent election. Mr. Nichols has for some time been active in ward politics, always espousing the Republican cause. Like other pharmacists, he will make a valuable legislator.

Arthur L. Gavin, of 149 Warren street, Roxbury, Mass., secured one of the Ward Sixteen nominations for the Common Council at the Democratic caucus held last week. It was a hard fight, as Mr. Gavin had several candidates arrayed against him. He will have another tussle on the day of the city election in December.

Benjamin F. Stacey, of the Charlestown (Mass.) district, a former pharmacist of that section, with much political experience, has been elected treasurer of the Charlestown Poor Fund.

Hon. Gorham D. Gilman represents the Boston Druggists' Association on the Boston Associated Board of Trade. He has just been appointed chairman of the special committee on United States Department of Commerce and Industries by the latter organization.

S. A. D. Sheppard, Ph.G., 1129 Washington street, was recently elected director of the South End National Bank of Boston.

AWARDED DAMAGES FOR X-RAY BURNS.

Dr. John Waldon, of Willimantic, Conn., recently sued Otis Clapp & Sons for \$20,000, and the case has just been tried in the United States Court of this city. The action was brought to recover damages for breach of an alleged warranty of a static X-ray machine, which the plaintiff bought of the defendants, to the effect that it would not burn. The plaintiff was burned severely by the machine, so that his leg is now lame. The defendants denied that any warranty was made, and that the machine was harmless when properly used. Verdict for plaintiff for \$6,750.

ALUMNI OF THE M. C. P. DANCE.

The Association of the Alumni M. C. P. held a dance at Huntington Hall on the evening of November 7, for the purpose of raising money for the treasury. The following committee had charge of the affair: C. T. Simpson, Ph.G.; Prof. E. H. La Pierre, Ph.G.; W. R. Acheson, Ph.G.; Prof. W. L. Scoville, Ph.G., and Irving Nute, Ph.G. The floor was under direction of G. A. Kelly, Ph.G., and the aids were J. E. Stacey, Ph.G.; J. A. S. Woodrow, Ph.G., and F. H. Knight, Ph.G. The association will probably give another dance in the near future.

MASSACHUSETTS COLLEGE ATHLETIC ASSOCIATION.

The first meet of the M. C. P. Athletic Association was held on November 13 and was a great success. It was managed by the following committee: Prof. E. H. La Pierre, Ph.G.; F. W. Bennett, Mr. Wetherell, F. A. Connolly, Ph.G., and J. P. Lyston. The juniors won by a large majority of points, but as it is to be the best two out of three the seniors may yet wrest the honors from the underclass men and secure the cup which goes to the winning class. The list of events, with the winning class and first men, follow: One hundred yard dash, senior, Jenkins; forty yard dash, senior, Jenkins; putting shot, junior, Beach; running hop, step and jump, junior, Hern; standing hop, step and jump, junior, Anderson; high jump, senior, Bennett; potato race, junior, Gunne; three-legged race, senior, Macurda and Kivlin; running broad jump, junior, Hern; standing broad jump, junior, Anderson; tug-of-war, junior, Barrett, Dempsey, Messerve, Picken, Darlan and Beach.

CITY NEWS.

Carter, Carter & Meigs have just joined the Merchants' Association.

Amos K. Tilden, secretary of the Board of Pharmacy, is serving as a juryman in the Superior Criminal Court.

John D. Baker, of Willimantic, Conn., was in this city recently to testify in a suit before the United States Court.

E. H. Lyford, Ph.C., now of St. Johnsbury, Vt., was in town a few days ago. While here he took the Board of Pharmacy examination and was successful. Mr. Lyford is clerking for C. A. Currier, Ph.G., of St. Johnsbury.

By a down town fire last week the E. L. Patch Company suffered considerable loss from smoke and water. Insured for \$20,500 on stock and fixtures. The Joseph Burnett Company also had about two feet of water in the concern's cellar. The stock, however, was principally bottled goods and so the damage will probably not be heavy.

The seniors, M. C. P., have elected these officers: President, J. W. Burke; secretary and treasurer, S. T. Marshall; Entertainment Committee, E. S. Hanson, F. W. Bennett and Arthur Hull. The juniors are officered as follows: President, D. W. Carroll; vice-president, F. R. Dixon; secretary, L. A. Laborsiere, and treasurer, D. A. Murphy.

Hubbell & McGowan, Huntington and Massachusetts avenues, were swindled by an old trick last week. A woman called at the store and bought \$6 worth of goods. She then discovered that she had "forgotten" her pocketbook. So she was allowed to take away half of the goods and ordered the balance sent to an address which she gave. When the goods arrived at the house it was found that the woman did not

live there, and Hubbell & McGowan have not heard from her since.

Two liquor cases of importance to druggists were recently before the courts at Portland, Maine. In one, the evidence was furnished by "spotters." The Recorder expressed himself as not being in sympathy with that kind of evidence, and discharged the defendant, a druggist. In the other instance the deputy sheriffs searched a store and seized whisky and alcohol. Several bottles of port wine, gin and blackberry brandy on the shelves were not taken, because, as one of the deputies explained, the bottles were dusty, showing that they had not been recently used, while, in his opinion, the whisky and alcohol were intended for unlawful sale. Counsel for defense raised the point that the search warrant was invalidated by the officers not taking all the liquors, and that the respondent could not be held. It was the court's duty to decide the matter of unlawful use. The judge took the subject under advisement.

BAY STATE NEWS.

Henry Adams, of Springfield, has been nominated to fill the vacancy in the Board of Pharmacy.

A man was recently arrested in New York who is wanted in Somerville for passing a forged check upon Henry D. Padelford, of Gilman square.

W. O. Tuttle Extract Company, to manufacture flavoring extracts and kindred articles, was recently incorporated at Augusta, Me. Capital, \$35,000; \$25 paid in. President, Louis P. Hagar, Waltham, Mass.; treasurer, William O. Tuttle, Newton, Mass.

Willfred Matthieu, a clerk for Charles Curt's, of South Framingham, appeared in the local court November 14 charged with neglecting to register a sale of liquor as required by the sixth-class license. His plea was not guilty and the case was continued.

The Salem license muddle has not been cleared up, but the case was recently argued before the Supreme Court and the latter body has taken it under advisement. The druggists want the Mayor to sign the licenses, while the latter contends that the License Commissioner alone can grant druggists' liquor licenses under the amended statutes.

A brand of malt extract was recently seized at Portland, Me., and upon analysis it was found to contain more than 6 per cent. of alcohol. It is stated that the extract has been extensively handled by druggists.

Talcum Powder Litigation.

The well-known talcum powder manufacturer, Gerhard Mennen, testified before Judge Blair, of the Orphans' Court, in Jersey City on November 15, in a proceeding instituted by several creditors of the estate of the late Dr. Fehr, of Hoboken, formerly a manufacturer of talcum powder, to compel his executors to account for a sum of \$14,000 paid by Mr. Mennen for the use of Dr. Fehr's name.

Mr. Mennen stated on the witness stand that after Dr. Fehr's death a company was organized to carry on the business, known as the American Talcum Company, and that the widow and son, the executors, transferred the use of the name and the good will to the new company, which, in turn, sold it to Mr. Mennen for \$14,000. Mr. Mennen said also that he paid \$4,000 of the company's debts. He testified that notwithstanding this sale to him, they had organized a new company, the Fehr Chemical Company, to start up the old business again.

Mr. Osborne, on the part of the creditors, claimed that the name and good will of the business of Dr. Fehr, the original manufacturer of talcum powder, were valuable assets, and that since Mr. Mennen paid \$14,000 for them, the Fehr executors ought to be compelled to account therefor and apply the same to the payment of creditors' claims. The executors had failed to include this item in their account on file. Judge Blair reserved decision.

Doctor and Druggist Come to Blows.

An odd story comes from Paul's Valley, Indian Territory, which shows that the entente cordiale existing between physician and pharmacist in the West is not yet of the comforting character that, perhaps, marks their relations elsewhere. On November 12, at a place called McGee, about 20 miles from Paul's Valley, Dr. Tyree, a physician, quarreled with Thomas Moag, a drug clerk, over a prescription that had been filled. From words the two gentlemen resorted to weapons, with the result that Moag was fatally wounded and Tyree slightly.

PENNSYLVANIA.

Awaiting Developments in Regard to Worcester Plan—Philadelphia Association of Retail Druggists a Great Local Power—Druggist Leads in Fight on Railroad—Graduate of P. C. P. Appointed Sanitary Inspector—Successful Candidates Before Pennsylvania Board—Philadelphia Bowlers Meet Men of Gotham.

(From our Regular Correspondent.)

Philadelphia, Nov. 21.—The members of the Philadelphia Association of Retail Druggists are laying on their oars and awaiting a further decision in relation to the Worcester plan. A test case is to be tried in Illinois, and if this verdict is in conformity with the decision rendered in Massachusetts it is believed that the plan will be abandoned and a greater effort will be made to enforce the tripartite plan agreement. While this plan has proven to be a failure in New York and a few other cities, it is thought that with some alterations it can be made a success and the retail druggists of this and other cities greatly benefited.

While the National Association of Retail Druggists is yet in its infancy, it has done more to assist the druggist than any other association, and there is greater interest taken in it. The heads of the association are men of influence, and the local branches have officers that command the respect not only of the retail trade, but of the jobbing trade as well. The local branch of this association has done considerable to help the druggist in this city, and, while it has not accomplished all that it set out to do, it has done much that has proven beneficial to all concerned. It is now a power in regard to legislation and no measure is enacted that does not meet with its approval.

APPOINTED A SANITARY INSPECTOR.

Walter Fitzgerald, a native of Philadelphia and a graduate of the Philadelphia College of Pharmacy, class of '95, but now a resident of Ocean Grove, has been appointed one of the five sanitary inspectors of food under the New Jersey game food laws, which went into effect on November 1. Mr. Fitzgerald is the son of Rev. S. G. Fitzgerald, of Philadelphia, and his new work embraces the territory known as the middle district, including Mercer, Middlesex, Monmouth, Ocean, Hunterdon and Somerset counties.

FIGHTING A RAILROAD.

William A. Rumsey, president of the Philadelphia Association of Retail Druggists, has had a fight with the greatest corporation in the country, the Pennsylvania Railroad. This company on November 24 abolished its station on the main line at Fortieth street. This act caused the residents of this section of the city to rise up in protest, and Mr. Rumsey was elected chairman of the Protest Committee. Within the last few years there has been a large amount of real estate completed in the vicinity of the Fortieth street station, and Mr. Rumsey has enlarged his store at Forty-first street and Mantua avenue, which makes it one of the most attractive stores in West Philadelphia. Notwithstanding the efforts of the property holders and the regular riders the fight made to have the station retained was a failure, as the railroad company needed the site for its improvement and claimed that it was necessary to do away with this local station.

SUCCESSFUL CANDIDATES BEFORE THE PENNSYLVANIA BOARD.

On November 12 the Pennsylvania State Pharmaceutical Examining Board announced that out of the total of 333 applicants for certificates only 100 passed. It is said this report is somewhat misleading, as, according to the rules of the State Board, certain applicants are permitted to take two examinations, one for registered pharmacist and one for qualified assistant. Many of those who were on record as having failed to secure a pharmacist registry succeeded in qualifying as assistants, which is all they wished or expected to accomplish.

The following are the successful applicants: Registered Pharmacists—Charles O. Wherry, Apollo; J. Elmer Macon, Latrobe; Charles F. Fink, Ada, Ohio; Joseph F. Chapman, East Liverpool, Ohio; Lewis D. Piper, Coal Centre; C. G. Spence, McKee's Rocks; W. J. Maybury, Jeanette; Edward E. Boericke, Chicago, Ill.; Miss Maud L. Minnick, Allegheny; J. T. Catlin, H. K. Hughes, both of Pittsburg; W. R. Netherton, Wyoming; Charles H. Masy, Shamokin; Charles H. Slobic, J. P. Wolfinger, both of Reading; Charles E. Hoffer, Lancaster; Robert E. Lutz, Bolling Springs; C. E. Marlin, Columbia; George A. Finnerty, J. J. MacPhee, C. A. Jeffries, M. H. Shrenk, J. L. Tuohy, J. B. Smith, Henry J. Whitt, Ralph T. Ulrich, Martin Ketterer, Alvan Bildstine, J. B. Blecher, Yeatman Geron, W. H. Hampson, Herman Loeb, George W. Rob-

erts, H. G. Fisher, W. C. Meredith, C. A. Billedoux, Howard Zearfass, all of Philadelphia.

Registered Qualified Assistant Pharmacists—Irvin A. Moore, Greensburg; H. T. May, Wilkinsburg; Charles S. Haupt, Blairsville; D. Earl Woods, Franklin; Leon Douglas, McDonald; Howard R. Lytle, Wilmerding; W. L. Kerr, Scottdale; Ethel M. Condict, Brockwayville; Gustav A. Creutzer, McKeesport; O. A. Schrock, Leetonia; James T. Pellerson, Steubenville, Ohio; F. A. Childs, Allegheny; J. S. Mead, Robert Culhane, Harry Dodgson, John S. Cameron, William P. Kells, Edward C. McAdams, L. A. Weaver, Albert Itel, Samuel S. Lauk, all of Pittsburgh; Walter E. Jones, Danville; E. R. Blough, Johnstown; Mrs. Raisy R. Shiffer, Hudson; F. J. Crandell, Scranton; Joseph T. Baker, Shippensburg; J. S. Smith, York; Irwin M. Ansbach, Womelsdorf; Edward W. Rossell, Johnstown, N. J.; Stella A. Gallagher, Wilkes-Barre; E. K. Roth, Johnstown; R. M. Staley, Middletown; Charles H. Wagner, Reading; M. W. Rodanig, York; Ralph B. Dickinson, Parksburg; W. H. Swarts, Reading; C. E. Shillito, Waynesboro; R. G. Stevenson, Jersey Shore; E. J. Strunk, Easton; Thomas L. Ryan, Susquehanna; G. W. Baas, G. C. Stratton, R. H. Spaar, C. S. Zimmerman, L. A. Peters, E. Banta, jr., A. H. Taggart, W. J. Wolford, C. D. Smith, G. L. Lilly, Karl V. Kerth, R. J. Oleshak, David Burton, George K. Levan, W. G. Malloy, L. A. Hastings, D. S. Rhone, F. A. Martin, H. C. M. Ott, J. F. Booth, Frank Crawford, John M. Montgomery, D. S. Snyder, William Dullin, all of Philadelphia.

PHILADELPHIA BOWLERS MEET MEN OF GOTHAM AND HAVE A GAY TIME.

On ye fifth day of the second week of November the gentlemen comprising the Philadelphia Drug Bowling League journeyed in ye passenger cars to New York citie and entered into ye match with the bowling club of that citie. It appears from the records that the match was a one-sided affair, and, speaking in ye vernacular of the gay and joyous crowd, the Quakerites were not in it. These members who came from the ancient city of Philadelphia, and who are accustomed to going to bed with the chickens, have a wonderful and weary tale to tell of how their friends in New York kept them up at an ungodly hour, and so confused their minds and eyes, that it was several days before they all completed their return journey. They had a jolly time, but it is a question whether at the next meeting of Friends there will not be some reference made to the boisterous manner in which some of the travelers returned.

RECEPTION TO DR. SUSAN HAYBURST.

Dr. Susan Hayburst, the oldest woman pharmacist in the city, was tendered a reception a short time ago by the Board of Managers of the Woman's Hospital, Twenty-second and North College avenue, in honor of her twenty-fifth anniversary as pharmacist of the institution. Dr. Hayburst was born in Attleboro, now Langhorne, Bucks County, and was the first woman in the world to be graduated in pharmacy. She was graduated from the Woman's Medical College in 1857, and for fifteen years taught in the Friends' School, at Fourth and Green streets. In 1876 she accepted her present position in the Woman's Hospital. While at the Woman's Hospital Dr. Hayburst took a four years' course in the College of Pharmacy, and graduated with honors in 1883.

NEWS NOTES.

F. M. Apple, Thirty-first and Berks streets, has purchased the store at Second and Wharton streets.

Stratton R. Engle has bought a new drug store at 1932 Germantown avenue and already has secured a fair trade.

Baer & Snyder have purchased a new drug store at Twenty-second street and have fitted it up in a sumptuous manner.

By the recent explosion of the boiler and subsequent destruction of the plant of the Liberty Chemical Company many druggists of this city will lose considerable money, as the stock of the company was largely owned by retail druggists.

A. F. Merrill & Co., one of the largest and most profitable stores in this city, and located at Nineteenth and Fairmount avenue, has been sold to J. B. Winger & Co. Mr. Winger is a former clerk of Mr. Merrill's and is well acquainted with the requirements of the trade in his vicinity.

The annual meeting of the Wholesale Drug Bowling League of Philadelphia was held in the Drug Trade rooms, in the Bourse Building, on October 10. The clubs represented were Whitall, Tatam & Co., Smith, Kline & French, store team and laboratory team; Robert Shoemaker & Co., Aschenbach & Miller, H. K. Mulford Company, Shoemaker & Busch and the Wanderers. The officers chosen were A. H. Smith, president; D. E. Bransome, vice-president; B. S. Thorp, secretary; C. P. Donnel, treasurer.

OHIO.

Alpheus Cutter's Divorce—A Wife of a Pioneer Druggist Dies—Fire at Hale, Justis & Co.'s—Some Pharmacists Who are Office Holders.

(From our Regular Correspondent.)

Cincinnati, Ohio, November 20.—There has been much talk here of late about the domestic troubles of Alpheus Cutter, the once wealthy wholesale druggist, who was a member of the firm of Runkle & Cutter. Mr. Cutter comes of a good family. In September, 1896, he was married to Miss Mary Drake, a belle of this city, whose many accomplishments and charming personality have endeared her to a large number of friends and admirers. Last week the couple were divorced in Judge Littleford's court. She told the Court that almost from the date of their marriage he quarreled with her for no reason. She also said that he had tried to chloroform her once when she had a fainting spell.

DEATH OF MRS. BAKHAUS

Mrs. Alvina Bakhaus, widow of the first German pharmacist of Cincinnati, died last Wednesday at her home in Copeland street, Walnut Hills. Mrs. Bakhaus was born in Germany and came to this city in 1836 to join her promised husband, who had preceded her a year before. The home of Mrs. Bakhaus was a rendezvous for many German immigrants at that time. Their store was on lower Market street, where Mrs. Bakhaus decorated the first Christmas tree ever seen in Ohio. The deceased was the mother of seven children, one of whom is Edwin Bakhaus, the well known and popular pharmacist at Elm and Findlay streets. Mrs. Bakhaus was 93 years old and had been a widow for 52 years.

FIRE AT HALE, JUSTIS & CO.'S

A fire of supposed incendiary origin was discovered shortly after noon last Wednesday at the store of Hale, Justis & Co., at 241 Walnut street. This firm has the largest wholesale drug house in the city and carries a tremendous stock of goods. The fire started on the fifth floor, near some boxes containing empty bottles. It was discovered in time, however, and was extinguished with a trifling loss. Shortly after this blaze was extinguished another was discovered in the front part of the building and was also put out with a small loss. The members of the firm are satisfied that both fires were of incendiary origin. An office boy in the employ of the company told the police a strangely dramatic story about seeing a man lurking about the place. A further investigation will be made.

PROFESSOR BEAL ELECTED TO THE OHIO LEGISLATURE.

Prof. J. H. Beal, of Scioto, was one of the successful candidates for election to the House of Representatives of the Ohio Legislature. The Midland Druggist says that a stubborn fight was made against Mr. Beal on account of his work in securing the passage of the Ohio Pharmacy Law by the Seventy-third General Assembly. His opponents went through the rural population of the two counties charging that on account of this measure farmers were compelled to go ten miles to a drug store to buy a pound of epsom salt for a sick horse or cow. All this was "campaign lying," pure and simple, and it is a credit to the people of the district that Mr. Beal's majority was up to the normal count in regular years. We can assure them that they have not had a more able representative for many years, and that all the legislation favored by him will not be "in the interests of druggists."

OTHER PHARMACISTS SUCCESSFUL IN POLITICS.

Dr. John C. Otis, whose drug stores at Sixth and Vine and Fourth and Vine streets are well patronized, served in the General Assembly at Columbus winter before last. As a State legislator he distinguished himself by having a number of praiseworthy bills enacted into laws. He is a graduate of both pharmacy and medicine, is happily married and resides on Mt. Adams. He has been spoken of for Coroner on several occasions, but has never tried for that office. He was elected by the people, which is a tribute worth speaking of.

Dr. Este Weatherhead, who is well known in pharmaceutical and medical circles, is the county jail physician. This is an appointive position, and Dr. Weatherhead has filled it with credit to himself and honor to the county. He is a son of R. H. Weatherhead, the veteran pharmacist, at Sixth and Vine streets.

Albert D. Wells, a son of the late John D. Wells, whose store is at Fourth and Central avenue, was recently defeated for the Legislature. He is a candidate for director at the forthcoming election at the Duckworth Club.

Mr. N. Ashley Lloyd is an election judge in Norwood and always is on hand to attend to his duties. Mr. Lloyd has always been known as a Democrat, but since free silver bobbed up he has voted the Republican ticket at national elections.

Dairy and Food Commissioner Blackburn, whose headquarters are at Columbus, was in the drug business for many years, at Bellaire, Ohio. He is not only a power politically in Belmont County, but throughout Ohio. He is one of Senator Hanna's strongest henchmen and workers.

Prof. C. T. P. Fennel has been State Chemist on a number of occasions. He was also talked of extensively one time for Postmaster, but just failed to reach.

Albert Boehmer was once a member of the City Council. He now has a drug store at Eighth and Central avenue.

Julius Greyer, Albert Meininger and John Weyer, all of Cincinnati, have at various times been members of the Ohio State Board of Pharmacy.

Max Herbst, of Columbus, is State Inspector of Drugs.

HEARD HERE AND THERE.

Dow's new store is almost ready for occupancy.

John Keeshan has moved from Sixth and Walnut streets to 611 Walnut street, just one door above his old stand.

Dr. Adolph Leue lectured at the College of Pharmacy on "Ferns" on the 13th inst. The lecture was illustrated by lantern slides.

Miss Clara Allen Holtzhauer, daughter of the late druggist, G. Holtzhauer, is now a member of the Pike Theatre Dramatic School.

Deputy Dairy and Food Commissioner Kinney, of this city, has resumed the fight against oleomargarine in Cincinnati. A number of arrests are contemplated.

The will of Otto Heilmann, the wealthy pioneer druggist, whose store on Linn street is well known in the west end, which has been filed in the Probate Court, provides during the lifetime of the widow that she and his five sons shall derive an income from a trust he provides from his real estate.

Charles Judge, son of the late Prof. J. F. Judge, of this city, proposes to open a handsome pharmacy soon on Olive street in St. Louis, Mo. Mr. Judge has been located in the Mound City for some years, and has evidently been prospering. His Queen City friends will wish him success.

The Koehnken Pharmacy, which was established by Charles Reakert at the corner of Park avenue and McMillan street, Walnut Hills, a few years ago, has been sold to H. A. Frankman, of Versailles, Ohio, and by him removed to his home up in the State. Mr. Frankman recently lost his store by fire.

Western drug firms are trying to induce local capitalists to invest in a new wholesale drug house on Fourth street. A local paper published a story the other day stating that President Andrew Hickenlooper would be interested in the new venture, but this was subsequently denied by the president of the Gas & Electric Light Company.

The new botanical library being constructed by Lloyd Bros. on Court street, near Plum, is nearing completion. It will be the finest structure of its kind in the West. The front is of stone and it makes a most imposing appearance. The library owned and supported by the Lloyds is the most complete in the country so far as botany and materia medica are concerned.

That a woman can get to the front in the mad scramble after fame and fortune is shown by the career of Miss Magdalene Schreck, of this city. She is only 18 years old, but despite her youth she is a graduate of pharmacy and a registered pharmacist. Her story briefly is that of a young girl who has done everything toward becoming a bread winner that would have devolved on a male member of the family had there been one old enough to put his shoulder to the wheel. Two years ago L. S. Schreck, druggist at Warner and Wheeler streets, died after a lingering illness. After his death his wife, Anna, conducted the drug store and qualified as a pharmacist, having begun her studies before her husband's death. Her mainstay has been her daughter, Magdalene, who, with some younger brothers, completes the family. She also felt it her duty to help her mother in maintaining the business, and after close application graduated from the Cincinnati College of Pharmacy with the class of 1901. In her neighborhood she is pointed to as an example of the results of industry and fortitude even in one of the gentler sex.

ILLINOIS.

Illinois Pharmacists Lead in Politics.

Chicago Retail Druggists' Association Influential in Legislative Matters

An Interesting Review of Druggists Who Have Made History—City of Chicago Born in a Drug Store—A Druggist Who Ran for President of the United States.

(From our Regular Correspondent.)

Chicago, November 10.—The present activity of the Chicago Retail Druggists' Association and the influence that the members of that body have wielded in legislative matters have drawn attention to the prominence in political matters of many of the druggists of Illinois in general and Chicago in particular. There are many interesting facts in this connection, but as it is hard to draw the line between the "powers that be" and the "has beens," it would seem advisable in reviewing the political activity of druggists to begin at the beginning. Chicago is young, so its history is not long, but druggists are now playing, and have in the earlier days also, played most important parts in municipal, State and even national affairs.

A HISTORIC MEETING.

It may seem like a broad statement to start with, but the city of Chicago was born in a drug store. That this assertion is true is vouched for by Albert E. Ebert, the genial historian, than whom there is no better authority on this subject to be found. Early in the 30's, when Chicago was a village, the drug store was the headquarters for the better element that took an active interest in municipal and political affairs. The pioneers were, for the most part, sturdy, law abiding men and acted only after careful thought and deliberation. The drug store became the place at which they gathered during their spare moments, and the time they spent there was not wasted. The rapid growth of the village was discussed, and it was realized that wise provision for the future must be made. Finally, in 1833, Dr. E. S. Kimberly, who was the "company" of Peter Pruyne & Co., called a meeting at the drug store of Peter Pruyne for the purpose of securing the incorporation of the city of Chicago. This historic meeting took place in due time, and its object, by which one of the great cities of modern times became a fact, was accomplished. Peter Pruyne was clerk of the meeting.

Among the trustees elected later was Dr. E. S. Kimberley, part owner of Chicago's second drug store, while Philo Carpenter, the "good deacon," who owned the first drug store, ran against him and was defeated. All through this period the drug store was a most important factor in civic life, being practically the club house of the reform element, as we would call such men to-day. With the growth of the city this importance diminished, but the druggists themselves have continued their activity, and their work has almost always been of benefit to the city or State.

DRUGGISTS WHO SUCCEEDED IN POLITICS.

Among those who have represented their district in the Assembly, Senate or House at different times are several who are generally known in this vicinity. In the Senate Peter Pruyne and Emil Thiele have had seats. Emil Thiele is still doing business on the south side, although he is seldom active in political matters now. Herman Fry sought a seat, but failed to be elected. In the House Albert E. Kettering and William Harris have had membership. Mr. Harris is best remembered for his activity with regard to the "Flag law." The men who aspired to such places and were defeated were also, of course, active in politics. Among them were T. H. Patterson, Albert E. Ebert and J. H. Wells.

Among those who have represented their wards in the Common Council have been John Brinckerhoff, Anton Hottinger, David Heenan, Henry Sweet, William Montgomery and Frank Gazzolo. Among the defeated ones were W. C. Morris and Prof. C. S. N. Hallberg.

C. Hermann Plautz, who died recently, was at one time City Clerk and at another City Treasurer. He was most active



A. E. EBERT.

in city politics and was practically master of the local situation at one time.

At an early date W. H. Clarke was Commissioner of Public Works, and that position is now filled by F. W. Blocki, son of John Blocki, the well known veteran, and member of the firm of John Blocki & Son, perfume manufacturers. Mr. Blocki is at the forefront of civic reforms to-day, and has been influential in bringing about many of the recent changes that have attracted so much favorable attention.

On the roll of former members of the Board of Education appear the names of Louis W. Kadlic and Henry Biroth, whose names are very familiar to all the old-time druggists.

In the Health Department five druggists have found places: Dr. E. S. Kimberly, F. Hagemann, Sidney Sawyer, F. A. Bryan and Dr. F. Mahla. Prof. E. B. Stuart has occupied the position of City Chemist.

Dr. George Cunningham and Dr. T. J. Bluthardt, who owned drug stores, have both been County Physician. Emil Dietzsch has been County Coroner and Dr. John S. Quirk ran for the same position at another time and was defeated. Valentine A. Boyer was also, at one time, County Clerk.

The members of the Board of Pharmacy have always been chosen from the druggists, and on the list appear several well known names. Among them are George Buck, of Buck & Rayner; Albert E. Ebert, Thomas N. Jamieson, Louis C. Hogan, W. Bodemann, W. A. Dyche and W. C. Simpson. Mr. Dyche has been Mayor of Evanston, where he is one of the most influential citizens. He owns one of the big downtown stores.

A DRUGGIST INTRODUCED THE PENNY POST.

An interesting character of the early days was William McMillan, who introduced the Penny Post in Chicago. This post was for the purpose of making city delivery, which was not done then by the Government. Little boxes were placed in drug stores or at news stands where letters would be left, to be gathered up and taken to the Penny Post general delivery office. Mr. McMillan gave up his drug store and followed this business until Congress passed a law forbidding it and putting the delivery under Government control. The service was introduced here by Mr. McMillan in 1852.

Only one Illinois druggist has achieved the distinction of running for the Presidency of the United States. The one who can claim this honor is Robert H. Cowdrey, who had a place at the head of the Labor party's ticket in 1888. Needless to say, Mr. Cowdrey found a place among the "also rans," but his name at that election confronted every voter in the country. Mr. Cowdrey was a Chicago druggist.

Dr. John M. Woodworth was Surgeon-General of the Marine Hospitals and was at another time Superintendent of Lincoln Park. His administration was considered a model and has ever since received favorable comment in all newspapers whenever mention of it was made. In 1849 O. P. Hatheway published a directory of Chicago. Emil Dreier was for several years Danish Consul and handled a number of important diplomatic matters.

NOTES OF THE LEADERS.

John I. Straw, one of the hardest workers of the Chicago Retail Druggists' Association, is special assessment collector for the West Park Board.

In the field of political activity one of the most hard working of those who labor for the advancement of druggists and their interests is Thomas V. Wooten, secretary of the N. A. R. D. Mr. Wooten has never held political position, but his entire time, except evenings, is given up to working in the interests of the retail drug trade. He takes part in all movements for legislation, but often works in the background.

T. N. Jamieson is probably the best known among the people at large of any Illinois druggist, although he does not at present own a store. Mr. Jamieson was the first to organize the druggists of Chicago and was one of the promoters of the N. A. R. D. He came to Chicago from Canada in 1865 and became a clerk in the store of E. H. Sargent. He was soon given charge of Mr. Sargent's branch store at Cottage Grove avenue and Thirty-fifth street, which business he subsequently purchased. Not long after this a \$25 liquor license was imposed on druggists by the City Council. It was then that Mr. Jamieson first showed his powers of organization, that have since been made use of in the National Committee of the Republican party. He saw the necessity for united action and organized all the druggists in the city by wards, each ward having its own organization and having representation in the central body. This was in the early 80's. The movement was successful and the amount required was reduced to \$2. This ordinance is still in effect. Ever since that time the druggists have succeeded in preventing injurious legislation by the Council. Mr. Jamieson next moved to Cottage Grove avenue and Thirty-

ninth street. At this place he came into the district of a political boss named Woodworth, whose power he decided must be broken in the interest of those who were opposed to machine politics. At meetings in Mr. Jamieson's store plans were matured for the overthrow of this boss, and they were successfully carried out. This victory first brought the druggist into political prominence, and in the latter part of the 80's he was made a City Committeeman. He then became a State Committeeman and then a National Committeeman. One reason for his success was that he never aspired to office. His first office was on the State Board of Pharmacy, to which he was appointed in 1888. He then became City Sealer, and just before the World's Fair was chief factotum of the Republican party in city politics, having all appointments in his charge. His name was placed on a ticket for the first time recently, when he was elected Clerk of the Appellate Court, which position he now holds. He was the organizer of the Association of Veteran Druggists, composed of all well known members of the retail trade in Chicago.

A NEW BENEFIT IN ORGANIZATION.

Hyde Park druggists have found a new benefit in organization, which is expected to make all the druggists in that end of the city take an active interest in the work, and will probably add to the membership. The plan is for each retailer to make out a list of his unsalable stock. These lists will be examined by the other druggists at the meetings and it is expected that it will be found that the goods which are unsalable in one locality will find a ready market in another. There is often stock lying idle for which there is demand elsewhere, and it is believed that this will be of great aid to some of the druggists. Lists of unsalable merchandise will be brought to each meeting, and it is believed that dead stock will thus soon become a thing of the past in that vicinity.

TROUBLE WITH THE TELEPHONE.

Great inconvenience is being experienced with telephones in some localities because of the striking linemen, who have cut the wires. In Englewood last Saturday night wires connected with fully 500 phones were cut. Most of the instruments thrown out of service were below Elgthy-second street. Long distance wires were also severed and service to some of the outlying towns was completely cut off. Repair men were at once set at work. Some of the druggists are making protests in regard to the new five-cent telephone service. Some of them claim that the nickel 'phone hurts their income on the ten-cent apparatus, while others assert that the increase in the number of 'phones brings them an increase in the number of calls. It is said in some quarters that the larger number of five-cent instruments decreases the number of deadhead messages to be delivered, while others object because they believe their revenue from messages is being diminished.

THE DEADLY GASOLINE.

One life has already been forfeited, and it is expected that there will be another death as the result of an explosion of gasoline November 17 in the store of John Schocki, 845 Milwaukee avenue. Mr. Schocki and his wife Etta lived in the back part of the store, and while Mrs. Schocki was cooking on a stove that was connected with a storage tank Mr. Schocki disconnected a pipe that led to the same reservoir. The explosion resulted instantly. Mr. Schocki did not know that the stove was lighted. The explosion threw blazing gasoline in all directions. Mrs. Schocki was so badly burned on the face, hands and body that she died soon after being taken to St. Elizabeth's Hospital. Both were unconscious when the hospital was reached and it is not expected that the unfortunate druggist can live. Mr. Schocki is 40 years old and has been a druggist in the vicinity of Division street and Milwaukee avenue for several years.

EDITOR STOREY ONCE A DRUGGIST.

In this connection it is hard to avoid mention of the name of Louis Lehman, who has such a wide acquaintance among politicians, and such a good memory that his friends call him a walking library of statistics. He has taken part in many of the movements for legislative action at the State capitol and the city hall and has been of great assistance to his brother druggists. It could hardly escape notice here that Wilbur F. Storey, the noted editor, who owned the Chicago Times, was once a druggist. He had a drug store, according to Mr. Ebert, at Marshall, Mich., but said he would quit the "— town," because he was fined for selling liquor. He dropped out of the drug business then, became connected with the Detroit Free Press, and later owned the Times.

LE CARRON, THE BRITISH SPY.

There is one character in the drug business in Chicago and Braidwood, Ill., who gained world-wide notoriety. This was Henry LeCarron, the British spy, who posed as a leader of the Fenians. He was admitted to the secret councils of the Fenians, and when the raid into Canada was planned he betrayed it. He was also one of the most prominent factors in the trial of Henry Stewart Parnell. In order to further his treacherous plans LeCarron tried to gain an appointment to the Illinois State Board of Pharmacy, but failed. There is some unwritten history in this connection and the whole career of this spy is so remarkable that it is hoped to give the matter at some future date space which cannot be devoted to it in these columns at present.

CHICAGO AND NORTHWEST NOTES.

- E. C. Molstad has succeeded W. F. Gilman, at Rio, Wis.
 C. H. Hunt has sold his store, at Knox, Ind., to Ora Beatty.
 W. W. Potter & Co. have succeeded J. M. Reid at Boulder, Col.
 J. B. Lytle, Marlon, Ind., has disposed of his store to C. P. Kille.
 W. A. Brabrook has sold his store at 295 Ogden avenue to L. Degen.
 William Storck, 229 Fifty-fifth street, has sold out to Lacey & Peterson.
 Morris Brothers have purchased the store of N. Morris, at Pueblo, Col.
 Morris Gold has bought the store of L. A. Elesburg, at 3638 Fifty-first street.
 Card & Draeske have sold their store, at Denver, Col., to the Ross Drug Co.
 J. W. McDonald has bought out Weaver & McDonald, at Chandlerville, Ill.
 N. T. Hendrix, Columbus Junction, Iowa, has sold out to E. P. Shallabarger.
 H. M. Cooper has succeeded to the business of J. F. Martin, at Bourbon, Ind.
 E. E. Mahon, at Lexington, Ill., has been succeeded by Mahon & McCullough.
 F. J. Knowles, 475 Ogden avenue, Chicago, has been succeeded by James A. Stewart.
 The store of O. D. Tibbetts in Geddes, S. D., has been bought by Bossingham & Jehu.
 Allen & Rober, Sixty-first street and Ellis avenue, Chicago, have sold out to H. W. Allen.
 The Koeberle Heyer Co. has purchased the business of M. Robish & Co., at Sumner, Iowa.
 The sign over the store of J. M. Campbell, at La Harpe, Ill., now reads Campbell Brothers.
 The style of the firm of Martin & Roberts, Dorchester, Neb., has been changed to Martin & Ferguson.
 Halsted's pharmacy is now the name of the store formerly owned by A. L. Braunsworth. Muscatine, Iowa.
 J. S. Barclay, the old time druggist of Oak Park, is very low, and his friends are greatly concerned over his condition.
 The State Board is now holding examinations in Chicago. November 15 a large class took the examination as apprentices.
 C. B. Wilson, the veteran west side druggist, has been chosen second vice-president of the Western Society of the Army of the Potomac.
 Many druggists are taking part in street fairs that are now going on along Blue Island avenue and South Halsted street. The stores are all decorated and music and other attractions are provided.
 Dr. E. R. Gray, who owns a drug store at Garden City, Kan., is held by the Chicago police on a charge of murder. It is alleged that Dr. Gray performed an operation on Miss Erma Brown, of the same city, that caused her death. The operation was performed in Chicago.

Ontario's Druggist Societies.

A plan to organize the druggists of the Province of Ontario was evolved at a recent meeting of the council of the Toronto College of Pharmacy. Upon the recommendation of the Divisional Committee it was decided to establish subsidiary associations in the thirteen districts into which the province is divided. Each representative to the council will provide a programme for the annual meeting of his association, and these meetings will take place each year on the third Tuesday in May.

MISCELLANEOUS NEWS NOTES.

- Oscar Kell Williams, of the drug firm of Evans & Williams, Rock Hill, S. C., was married on November 15 to Miss Cora Mobley, a relative of his business partner.
 Walter Pringle and others have incorporated the Charleston Drug Mfg. Company, at Charleston, S. C., with capital stock of \$60,000 and privilege of increasing to \$100,000, for conducting the drug manufacturing business.
 Charles Burroughs has bought out the interest of the late R. F. Lyon in the drug business formerly carried on under the head of R. F. Lyon & Co., at Danielson, Conn. Mr. Burroughs has been connected with the business for the past thirty-six years.
 A county organization of the National Association of Retail Druggists was made at Mt. Pleasant, Mich., recently by Fred. Vincent, of Benton Harbor, vice-president of the National Association. The officers are: F. W. Carr, president; Major Leaman, vice-president; J. R. Cameron, second vice-president; P. Corey Taylor, secretary; J. A. Damon, treasurer.
 Unless present plans fail, the well-known drug establishment belonging to the estate of the late General Eugene May, at Canal and Chartres streets, New Orleans, will be sold to Jacob W. Hirsch, of the firm of Cerf Hirsch & Co., with Mr. Hirsch the sole owner, or else the principal stockholder in a limited stock company now forming for the purpose of making the purchase. A cash deposit of \$10,000 has been placed in the hands of the executors of the May estate to bind the sale.
 A short story with the mystifying title of "The Wafted Wife of Sam Hill," written by Prof. John Uri Lloyd, will appear in the Christmas number of The Criterion. The story is dedicated to Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., and is the second in the series of "Sam Hill" stories, the first having been published in The Criterion for September. The Criterion is an interesting monthly literary periodical, and can be obtained through news-dealers at 10 cents the copy.
 It is reported that D. M. Newbro has disposed of his interest in the Montana Drug Co. to Jas. T. Finlen and Hugh Wilson, who will now control the business. E. E. Gallogly has purchased an interest of Mr. Newbro in the Newbro Drug Co. and the Newbro Herpicide Co., and will give his attention to the manufacture of Newbro's Herpicide. Mr. Gallogly was at one time at the head of the Butte Pharmacy Co. It is understood that Mr. Newbro is to gradually relinquish the active management of the various drug concerns with which he is identified.
 ST. LOUIS NOTES.
 Dr. O. F. Claus has purchased the Columbia pharmacy at Compton and Laclede avenues.
 S. H. Wilson has been appointed druggist at the Missouri Pacific Hospital to fill the vacancy caused by the resignation of C. C. Borchius, who had held the position for seventeen years.
 J. W. Estes, for several years in charge of the outfitting department of the Meyer Bros. Drug Co., has resigned his position and gone into the insurance business. His place has been filled by C. E. Cochran.
 Frank A. Ruf, widely and favorably known to the drug trade of the country as the president and treasurer of the Antikamnia Chemical Company, has been unanimously chosen first vice-president of the Fourth National Bank of St. Louis. He has been a director of the bank for some time.
 The Castor Oils and Epsom Salts are the names of two bowling teams organized among the west end druggists last week. They will meet at the Cote Brilliant Alleys on Tuesday nights. Their line up is as follows: Castor Oils: A. R. Scheu, captain; H. Wilson, C. A. Pins, Ben Switzer and H. Hertzog. Epsom Salts: E. A. Bernius, captain; J. A. Gibson, W. H. Lamont, H. Vallance and F. White.

THE KNIGHTS OF THE ROAD.

Notes of the Travelers Caught on the Fly.

Boston.—W. R. Shattuck, of Parker, Stearns & Sutton, has been the rounds again and reports a good trade.

H. W. Thomas talks sundries for F. R. Arnold & Co., of New York. He was successful on his last trip.

T. M. Stewart is a thermometer expert. He does business, and a lot of it, for R. Joehn & Co.

The vaccine virus trade is flourishing here at present, and so B. E. Taylor had a good and an easy trip in the interests of the National Vaccine Company, Washington, D. C.

Essential oils have been boomed here by the characteristic energy of C. Euler, of A. Chiris & Co., New York.

Mr. Muhlen was about town not long ago. He saw the trade in the interest of Muhlen & Kropff, New York, and took many orders for 4711 cologne and soap.

E. Fougere & Co., of New York, have been doing more than their customary business. Rudolph Wirth placed the orders for this concern.

Gen. W. N. Day has been the rounds again. He met with his usual success, and sent many orders to New York for Schieffelin & Co.

The sponge trade has received a recent booming through the efforts of E. Bensenger, who travels for Smith, Kline & French, of Philadelphia.

Henry Leerburger is right up to date in his specialty, essential oils. He can report a good business for Leerburger Bros., of New York, from his last venture in this city.

The stores in this vicinity have recently been restocked in clinical thermometers. I. Marshutz, who represents the American Thermometer Ware Co., of New York, was foremost in the conspiracy.

Buffalo.—D. Lindner, who sells sponges for the New York house of A. Isaacs & Co., has a wide field, as he has just returned East from a California trip, stopping at Buffalo. He will make another visit to the Pacific Coast in February.

W. B. Robeson, salesman on the road for Antoine Chris, as general agent of this old French house, was in Buffalo after the middle of November in his regular capacity.

A salesman who makes the Buffalo round three or four times a year is A. O. Rich, who carries the Smith Brothers cough drops. He has just stopped off at Buffalo, with the usual good results.

G. A. Schwab, jr., is now more of a Buffalonian than ever, as he has engaged as traveling salesman with Plimpton, Cowan & Co. and has already entered upon his duties.

F. L. Washbourne was in Buffalo about the middle of the month, doing a good business with the goods of W. J. Bush & Co., as he always does wherever he goes.

A comparatively new man on the Buffalo route is George A. Paturel, who gave up some of his time early in the month selling the goods of F. Paturel & Co.

J. C. Robinson, traveling representative of the Philadelphia house of Powers & Weightman, can be said very truly to have made a flying trip, as he stopped off the other day direct from Texas.

C. F. Oddie does not cover Western New York every day, but is with us often enough to dispose of a goodly amount of essential oils and other specialties of A. A. Stilwell. He has lately been here.

H. J. Fernald, who covers Western New York in the interest of the Century Perfumery Company, is due in Buffalo the first week in September, to go over the regular route.

George E. Zimmerman, the thermometer man, took in Buffalo as a regular run early in September, selling those specialties for the Rochester house of Taylor Brothers Company.

The Roessler & Hasslacher Chemical Company sends to Buffalo F. A. Deisler, who spent a very profitable season in the city late in August, pleasing both buyer and seller at the same time.

Frank A. Roe, purveyor of a fine line of gums, vanilla beans, etc., for the New York house of David E. Green, began September among his Buffalo customers.

J. M. Baird, regular representative of the Charles E. Hires Company, makes September one of his regular dates for the extension of his trade in vanilla and kindred specialties.

The Tyrian Rubber Company has the name of Frank L. Williams blown into every "bottle" of the goods sold in Buffalo. He is due again the second week of the month.

Philadelphia.—Charles M. Edwards has returned from Pittsburg with his trunk laden with orders for Gilpin, Langdon & Co., of Baltimore.

John Van Dusen, jr., an importer of bristle goods and druggists' sundries, has been doing a good business with jobbers both here and in Baltimore.

E. L. Houghtaling, of the New York Consolidated Card Company, has again favored us with one of his visits, and departed pleased with results.

R. Wirth, of Fougere & Co., was in Philadelphia recently and reports having sold about two trainloads of merchandise for his house.

Cincinnati.—Charles Griffiths, who represents Herf & Frerichs, of St. Louis, was here last week taking orders for chemicals.

The old and reliable firm of Powers & Weightman had a representative here in the past week in the person of John Rossiter.

James Christian and Frank Pike, two popular hustlers in the employ of Sharpe & Dohme, were in town this week booking orders and shaking hands with friends.

Clinton Browning, one of the best known traveling men in this part of the country, is here at present in the interest of Benton, Myers & Co., of Cleveland. He has taken a number of nice orders.

Col. Max Fuchs has just returned from a trip through the South and reports good business.

Robert West, the popular traveling man who represents Hale, Justis & Co. on the road, spent last Sunday in this city. "Bob" likes to run in occasionally and see a good show.

The Territorial Board of Oklahoma.

The Oklahoma Board of Pharmacy met in regular session at Oklahoma City on July 9, with C. A. Dow, president, and E. E. Howendobler, treasurer, present. The secretary, F. B. Lillie, was absent on account of ill health. A class of fifty-one was present and took the examination. The following received the necessary grades and were granted certificates of registration: Applewhite, Gardner H., Tecumseh; Brandenburg, Jno., Shawnee; Blank, Theo. M., Elk City, Kans.; Biggs, W. S., Tecumseh; Baker, Thos. K., Oklahoma City; Carson, F. L., Tecumseh; Chambers, S. D., Blackburn; Courtney, W. S., Quincy; Davis, Noah B., Weatherford; Dinkler, Fred., Hennessey; Day, Curtis R., Edmond; Fowler, Edw. E., Oklahoma City; Gilpin, Albert R., Enid; Hubbell, Henry W., Curtis; Hubble, Joel H., Edmond; Howard, S. B., Yukon; Huntington, R. C., Nardin; Jay, Palmer C., Pawnee; Johnson, R. E., Kildare; Karr, Lula D., Alva; Lewis, Edd. D., Newkirk; Lynch, C. O., Chandler; Mayer, Geo. C., Chandler; Mooney, Ella C., McLoud; Martin, W. T., Pawnee; Mann, Frank N., Edmond; McMullen, Geo. W., Pond Creek; Ostrander, Arthur R., Geary; Roach, Thos., Oklahoma City; Sutton, Geo. R., Arlington; Strawn, Frank C., Alva; Stafford, Irvin H., Marshall; Stone, Ladore, Cashlon; Underwood, Poe, Weatherford; Whittenberg, Wm. C., Morrison; Webber, J. Clay, Oklahoma City; Wood, Ray, Perkins.

Graduates of the Oklahoma University Pharmacy Department, who were granted registration on their diplomas, are as follows: Chandler, Lilly Emma, Woodward; Chandler, Henry A., Woodward; Montgomery, Miss Evans, Franklin; Northup, Don A., Dover; Suman, Chas. C., Cushing; Smith, Albert R., Yukon.

Two candidates were granted assistant certificates, as follows: Henry G. Hale, Guthrie, and Claude Slater, Kingfisher.

J. M. Remington and F. M. Weaver, of Oklahoma City, kindly assisted the board at the examination, Mr. Weaver taking the secretary's subject, materia medica. On August 14 the Governor appointed J. A. Hill, of Enid, on the Board of Pharmacy, to succeed C. A. Dow, Pond Creek, his term having expired.

Parties desiring information in regard to registration can obtain same, together with blank application for examination, on application to the secretary, F. B. Lillie, Guthrie, O. T.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, November 23.

TAKING all things into consideration, general trade during the period under review was fairly up to the average of corresponding periods of previous years. The movement of goods is reported specially good in a jobbing way, and purchases for holiday and winter account generally have been numerous, the orders covering a large variety of goods. As may be inferred from our regular reviews of the condition of trade, speculation in the more staple lines of drugs and chemicals has been for some time suspended, and the demand being thus confined largely to jobbing quantities, price fluctuations have been within a narrow range, and of little special significance. Thus quinine, which advanced 1c early in the interval, has since marked a fractional decline. Although opium is in better jobbing demand, prices have receded a trifle, there being a lack of interest extended to this article. Other fluctuations in prices which have come to the surface since our last report, while fairly numerous and in most instances for the better, do not really reflect any unusual condition of the market, and are the result of natural influences. The principal changes of the fortnight are as follows:

HIGHER.

Morphine,
Balsam tolu,
Senega root,
Ginger, Jamaica,
Nickel salts,
Oil anise,
Gum gualac,
Burgundy pitch,
Cod liver oil,
Canary seed,
Oil lemongrass,
Gum benzoin,
Gambier,
Wild cherry bark,

LOWER.

Quinine,
Oil clove,
Saffron, Valencia,
Citric acid,
Menthol,
Vanilla beans,
Linseed oil,
Benzolic acid, artificial,
Cacao butter,
Ipecac root.

DRUGS.

Arnica flowers have been in improved demand, with sales of jobbing lots at 9½c to 10c, as to quantity and quality.

Balsams.—A fairly active demand is reported for the several grades of Copaliba, and prices are well maintained at the previous range of, say, 34c to 36c and 45c to 47c for Central American and Para, respectively. Fir, Canada, continues in good demand and steady, and sales are making at the range of \$3.60 to \$3.75; Oregon quoted at 75c to 85c. Peru is in steady, moderate request and firm at \$1.30 to \$1.35. Tolu is tending higher in the face of a better inquiry and continued light supplies; nothing now appears to offer below 33c in tins, and in some instances 35c is paid for small jobbing lots.

Barks.—Angostura is yet obtainable in a quantity way at 24c, but the article is very scarce both here and abroad, and in instances 25c is asked for small lots. Cascara sagrada continues in good demand, and firm with the sales at 5c to 7c, as to quantity and age. Cherry has continued in active seasonable demand; the present available supply is somewhat closely concentrated, and prices have been advanced to the range of 6½c to 7c, as to quality, most of the cheap lots having been taken up. Elm is inquired for, and holders are firm in their views at the recent advance. Sassafras is firmer, owing to scarcity and improved seasonable demand, but 7c to 8c will yet buy. A steady, moderate demand is reported for leading

varieties of other medicinal barks, and a strong tone is imparted to the market by the difficulty in obtaining supplies, though real price changes have been comparatively few.

Benzolic acid from Toluol reflects the influence of competition among dealers, who now quote at a decline to 39c to 40c, as to quantity; natural from gum benzoin is without change of consequence, either as regards price or demand, and current sales are at 10½c to 11c per oz.

Buchu leaves, short, are in rather quiet market, and holders are disposed to offer more freely at easier figures, or, say, 23c to 25c, as to quality, the outside figure being named for prime green.

Cacao butter is fractionally lower, and recent transactions have been at 32½c for bulk, and 39c to 40c for 12-lb. boxes.

Cantharides have ruled quiet since our last, current transactions being wholly of a jobbing order, with quotations nominally unchanged at 62c to 65c for Russian, and 50c to 55c for Chinese, as to quality and quantity.

Cassia buds are somewhat slow of sale, but dealers continue firm in their views at 23c to 24c, as to quality and quantity.

Citrate of iron and quinine, together with most other citrate preparations, is lower in sympathy with the recent decline in citric acid, a general reduction of 1c being announced by manufacturers.

Coca leaves continue in limited supply, and the tone of the market is noticeably firm, though no actual advance in price is to be reported for either Huanuco or Truxillo, though the former is cabled higher in South America. Dealers now quote firmly on the basis of 23c to 25c for Truxillo, and 32c to 35c for Huanuco.

Cuttlefish bone continues held, and selling at previous quotations, competition among manufacturers serving to maintain values at a comparatively low figure. The sales of prime Trieste during the interval were at 21c, while jewelers' large is held at 80c to 85c, and small at 45c to 47c.

Ergot is less actively inquired for, but holders do not appear disposed to urge sales by price concessions, foreign markets continuing to reflect an advancing tendency, and 42c to 45c is named as to quality and quantity.

Lycopodium continues to offer, and contracts are making at 52c to 53c for ordinary, and 54c to 55c for Pollitz.

Manna is meeting with a slightly better inquiry, and the market is firmer with the tendency of prices upward, though sales are making. In a jobbing way, at 70c to 75c for large flake, and 35c to 38c for small.

Menthol is easier in the face of recent arrivals, and \$4.15 to \$4.25 is now generally quoted as to quantity, though we hear of a sale at \$4.10 on the spot.

Morphine is now under better control, the leading manufacturers having settled their differences, and all now quote on the uniform basis of \$1.90 in bulk, an advance of 20c per oz.; eighths in 2½-oz. boxes, are quoted at \$2.35, and in 1-oz. boxes at \$2.40.

Opium has ruled quiet during the past fortnight, and prices are more or less nominal. Since our last, a sale has been made down to \$3.00, and single cases are now quoted at the range of \$3.00 to \$3.05, the quotation for broken packages being \$3.02½ to \$3.07½, while powdered is in fair jobbing inquiry and steady at \$3.90 to \$3.95. Some effort is being made to advance prices, but holders generally are too much disposed to effect sales to fall in with the views of holders having more confidence in the situation, though no considerable quantities are offered openly at the inside figure quoted.

Quinine was reduced on the 9th inst. by domestic manufacturers to meet a corresponding decline in foreign brands announced the day previous. This reduction followed closely after an advance, which was noted in the last number of the AMERICAN DRUGGIST. Manufacturers' agents now report a slow movement, but the article is not pressing for sale. The bulk of the inquiry at present is for outside brands of both German and Java, and we hear of sales of mixed outside hold-

ings at 26c to 26½c. The general inquiry continues good, but buyers and holders are yet apart in their ideas, and business is consequently restricted. The market has, however, a steady tone, and quotations for both domestic and foreign have been maintained uniformly since our last issue at 27c. There does not seem to be any speculative interest extended to this article at the moment, the limited inquiry coming wholly from consumers and the small trade. Outside holders of German brands quote on the basis of 26½c.

Saffron, Valencia, has receded a notch or two in sympathy with the primary market, and holders now offer at \$6.50 to \$6.75. The new crop promises to be a full average one, and is offering at about the equivalent of \$5.00.

Senna is in moderate demand, with the current sales at 10c to 12c for natural Alexandria, 18c to 20c for garbled and sifted, 6½c to 7c for broken, and 5c to 14c for the various grades, Tinnevely.

Spermaceti has been further reduced owing to competition among producers, and block and cakes are now quoted at 23c to 24c, and 24½c to 25c respectively. The demand is chiefly confined to small jobbing lots, though contracts for export are fairly numerous.

Vanilla beans have sold at a decline from previous prices, the range for all varieties being revised to a lower basis, as follows: Whole Mexican quoted at \$6.75 to \$11.00; cut, \$5.50 to \$6.25; Bourbon, \$3.00 to \$6.75, and Tahiti, \$1.40 to \$1.65. Vanilla pods are held, and selling at \$1.25 to \$1.40.

CHEMICALS.

Acetanilid remains quiet, but the market is firm in tone, with manufacturers quoting 19c for single barrels.

Acetate of lime has ruled quiet since our last, and the quotations of the market have receded to 85c to 90c for brown, and \$1.30 to \$1.35 for gray.

Alum is in moderate demand, and a good business is passing on regular contract deliveries to large consumers. Quotations are fairly well sustained on the basis of \$1.75 to \$1.90 for lump, \$1.85 to \$2.00 for ground, and \$3.00 to \$4.00 for powdered, as to quantity.

Bleaching powder has sold in good volume during the interval, and values are maintained with more firmness in view of somewhat limited supplies; for English 2c to 2½c is named, while German and French are quoted at 2c to 1¾c to 1½c, respectively.

Boric acid is inactive, though without quotable change in price, the wants of the consuming trade being supplied at the old range of 10¼c to 11¼c for crystals, and 11¼c to 11½c for powdered.

Brimstone, crude seconds, is in moderate request and steady, with current sales at \$24.00.

Carbolic acid is in seasonably light demand, but quotations on leading brands remain unchanged at 22c to 23c for crystals in bulk, and 28c to 29c in lb. bottles.

Chlorate of potash is not taken with any freedom, but prices are nominally unchanged, 8½c to 8¾c being quoted for crystals and powdered, respectively. For future delivery on contracts 7½c is named.

Citric acid is again lower, in sympathy with foreign markets and as a result of competition from the Sicilian article. Domestic manufacturers have now reduced prices 1c per lb., quoting at 34c to 34½c for barrels and kegs, respectively. Importers of Sicilian have reduced quotations ½c per lb., now holding at 33½c for kegs.

Lithia preparations, in a jobbing way, are held at \$2.00 per lb. for the benzoate and bromide, \$3.00 for the carbonate, \$1.75 for citrate in crystals and powdered, and \$1.60 for salicylate.

Nitrate of soda is dull, and the market has an easy appearance owing to expected large arrivals; held at \$1.92½c.

Oxalic acid continues to pass out in small lots to the trade and on contract orders at previous prices, or, say, 5c to 5½c, as to brand and quantity.

Quicksilver is lower in consequence of easier markets abroad, and 66c to 66½c is now named, as to quantity.

Sodium hyposulphite is in good jobbing demand, and contract orders for future delivery are fairly numerous at dealers'

quotations, or, say, \$1.60 to \$1.75 in casks, and \$1.75 to \$2.25 in kegs as to quantity.

Tartaric acid is unchanged from 28½c to 29c, which represents the range of manufacturers' quotations for powdered, the demand, however, does not rise above jobbing proportions as is usual at this season of the year.

ESSENTIAL OILS.

Anise is momentarily neglected, and some holders are evincing a disposition to urge sales at a concession from the present figure, but no open announcement has been made, \$1.25 to \$1.30 being generally quoted, following an advance in the London market on the 12th inst.

Bay remains quiet and steady at the range of \$2.50 to \$3.00 for bulk, and \$3.25 to \$3.35 for 22-oz. bottles.

Bergamot is in fair request, and values are maintained with some show of firmness, though the expected speedy arrival of new crop leads some to hold off in the expectation of lower prices; quoted \$1.90 to \$2.15 as to quality and quantity.

Coriander is firmer in view of reports of a shortage in the present crop of seeds, but spot quotations are nominally unchanged at \$5.50 to \$6.00.

Citronella has improved in demand, and we hear of several large sales, the bulk of the transactions being at 19c to 20c for drums, and 21c to 22c for cans.

Cloves has weakened a trifle in the interval, despite the firmer position of the spice, and leading manufacturers now quote at 57½c to 60c.

Cubeb is meeting with slightly lessened inquiry, and holders are more free to offer at \$1.00.

Geranium, rose, is inactive, but the market is well sustained at the range of \$8.75 to \$4.25 for Turkish, and \$5.74 to \$6.50 for Algerian.

Lemon is offering at a slight reduction, most holders quoting at 80c to 90c, as to quality and quantity.

Lemongrass is scarce and wanted, and quotations have been advanced to \$2.37½ for native, while redistilled is quoted at \$2.60 to \$2.70.

Peppermint continues to show an upward tendency, and holders are firm in their views at an advance to \$1.80 to \$1.85 for pure in bulk, as to brand and quantity. H. G. H. is quoted at first hand at \$2.00, and we hear of several large sales on p. t.

Wormwood continues to harden in value in the face of restricted production and increased demand; recent sales at \$6.25.

GUMS.

Aloes, since our last, has shown no action of any consequence, either as regards price or demand, quotations being nominally unchanged at 3¾c to 4c for Curacao, 6c to 6½c for cakes and 20c to 25c for Socotrine.

Asafetida continues in fair moderate demand, with values ruling steady at the range of 22c to 25c, as to quality and quantity.

Gualac has sold actively during the interval, the demand being chiefly for the cheaper grades, which are in limited spot supply, and quotations have advanced from 18c to 30c.

Senegal is finding a steady outlet into consuming channels, and values are maintained at 15c to 21c for the various grades of picked, 12c to 13c for sorts, and 8c to 10c for siftings.

Shellac is advancing in price following increased inquiry and large sales. T. N. is now held at 32c on the spot, while D. C. has advanced to 39c, and the little D. S. O. obtainable here is held at 35c to 36c.

Tragacanth of the various grades is in demand, and we hear of sales of No. 1 Aleppo at 75c, but the available supply of this article is small and under good control, and it is doubtful if more could be purchased at the figure named.

ROOTS.

The chief item of interest in this department is Jamaica Ginger, which has sold actively since our last, and at an appreciation in value; at the close 10c to 12c was asked for unbleached, while bleached has advanced to 11½c to 13c. Berberis aquifolium is scarce, and holders on the coast are ask-

ing 7½c firm; we hear of sales in this market at 6½c. Ipecac appears to be on the downward grade, and recent sales of Rio were at \$2.60 to \$2.70. Senega, Western, is commanding more money, and nothing now appears to offer on the spot below 54c. Aconite, German, is reported scarce in primary markets, and prices are advancing; firmness is a feature of the market here, though prices are nominally unchanged. While serpentaria is in extremely limited supply, there is at present no important demand for this root.

SEEDS.

The demand for the various lines of druggists' seeds continues moderate, and the market is characterized generally by a firmer tone. Anise is advancing abroad, and spot quotations are very firm. Fenugreek is higher at primary sources, and the tendency in this market is upward, though prices are nominally unchanged. Canary has advanced materially in consequence of strong advices from abroad, 2½c being now quoted inside for Smyrna, and 3c for Sicily. Holders of lobelia seed have advanced their quotations for powdered to 90c, which is also the price quoted for whole.

HINTS TO BUYERS

The time has not yet gone by when the druggist can afford to omit such standard necessities of life as Gillott's pens from his sundry stock. The reason is obvious. These pens, besides being staple, are held to be the most perfect made. They have gained the grand prize at the Paris Exposition, the highest prize ever awarded to pens, and the sales are greater than ever before.

There is no charge attached to the service offered you by the National Fixture Mfg. Company, of 20 to 26 Frankfort street, Cleveland, Ohio. If you are thinking of remodeling or fitting up a new store, all you have to do is to send them a rough plan with measurements and they will make special plans and floor plans and mail them to you. Try it, mentioning this paper.

The up to date pharmacist is always anxious to patronize the up to date manufacturing chemist. This fact explains the popularity that has fallen to the house of Fries Bros., of 92 Reade street, whose latest specialties are most attractive, as are the prices. A sample order will be sent postpaid upon receipt of price, and it will pay to write for particulars, mentioning the source of your information.

This is the season of the year when such a tonic as the Wine of Cardui, manufactured by the Chattanooga Medicine Company, Chattanooga, Tenn., is in the greatest demand. The cash prices, quoted elsewhere in this issue of the AMERICAN DRUGGIST, are especially attractive, and the company is liberal in its supply of the most attractive kind of advertising materials. State where you saw this notice.

An excellent prescription demand has been created for the Antikamnia and Heroin tablets, and pharmacists should be prepared to respond to the call. If he has not got them in stock it will pay to order a supply. They are made only by the Antikamnia Chemical Company, St. Louis, Mo., and the price is fixed at \$1.00 per ounce. In writing to your jobber or direct do not fail to mention this paper.

No time should be lost if you contemplate "booming" your drug store this season. This is the time of year to issue your own calendars, your easel cards, and all your pretty little advertising devices. You don't know exactly what you want, perhaps, but if you send 25 cents in postage for samples to E. B. Read & Sons, Baltimore, Md., you will probably soon decide. This firm also supplies labels. Mention this paper.

Some idea of the excellent work done by the Rochester Show Case Works, of 183, 185 and 187 North Water street, Rochester, N. Y., is obtained by a glimpse of Cole & Mathews' drug store at Elmira, N. Y., recently shown in these columns. The specialty of the house, of which Smith Sheldon is the proprietor, is high grade drug store fixtures and show cases. Write at once and state that you saw the notice in the AMERICAN DRUGGIST.

Nothing so favorably impresses would be customers of not alone the druggist, but every class of tradesmen, as bright, handsome show cases, filled with artistic taste. If your show case is old and worn, write to the Bryan Show Case Works, of Bryan, Ohio, mentioning the AMERICAN DRUGGIST, and discover for yourself, by means of their new 36-page catalogue,

how reasonably your desires in the show case line may be gratified.

There can be just as big a hot soda trade done during the winter months as there was in ice cream soda during the summer if the pharmacy looks bright and cosy and comfortable. The indestructible steel wire chair made by the Chicago Wire Chair Company, of 180 Illinois street, Chicago, not only helps to make your place attractive and draw trade, but it is economical, lasting a lifetime without repairs. Mention this paper when you write.

The secret of the success of many a druggist lies in the fact that his establishment was always bright and sparkling, every bit of metal ware and glass showing the result, not alone of elbow grease, but of the use of such a helpful preparation as the Barkeepers' Friend. For cleansing everything about a drug store there is said to be nothing to equal it. Send to Geo. Wm. Hoffman, of 295 East Washington street, Indianapolis, Ind., for a free sample, mentioning this paper.

It is recognized by physicians generally that pure liquors are always sold by pharmacists, and one good reason for this is that the trade of the latter is invariably given to distillers who make a specialty of catering to the profession. Of these latter, due prominence should be given to the house of Clarke Bros. & Co., of Peoria, Ill., which at present calls particular attention to its Juniper Gin, at \$8.50 per case. Its purity is absolutely guaranteed. Mention this journal when you write.

Not alone the retailer, but the manufacturer as well, stands often in need of the tin foil and bottle caps of which the John J. Croke Company, of 186 Grand street, this city, and 80 Illinois street, Chicago, have been manufacturers for many years. This company, which stands at the very head of its line, is headquarters for pure tin foil for drugs, gold tissue foil for wrappers, printed silver surface foil for labels, plain and colored metal capsules, and everything needed in that line. Write, mentioning this paper.

Only those who have handled and are now selling the "Marvel Whirling Spray" vaginal syringes are aware what money winners they are. The demand has grown to great proportions and is aided by persistent, steady, lay advertising. The Marvel Company, Times Building, New York, announces that its trade-mark has been sustained by the decisions of the United States Circuit Court, and that all infringements will be prosecuted to the full extent of the law. Mention the AMERICAN DRUGGIST when you write or order.

Besides Allenbury's Foods, which are always in call, the special preparations of Allen & Hanburys, Ltd., London, England, which should be found at all druggists at this season of the year, are their Cod Liver Oil, the "Perfected," and their Throat Pastilles. It is claimed for their Cod Liver Oil that it is prepared by special process, and is the only oil that does not "repeat," while the Pastilles, soft, demulcent and palatable, are to be had in over 20 formulæ. The United States branch is at 81 and 83 Fulton street. When you write mention this journal.

The M. Winter Lumber Co., Cheboygan, Wis., have by long years of intelligent study and wide experience been enabled to make a line of store fixtures which furnish at reasonable prices the very best material, design and arrangement for the retail drug store. By their Cade knock-down system they save the purchaser a very material proportion of the freight charges. Write them if you want anything from a stool to an entire interior. For twenty-five cents in stamps they will send you a twentieth century fixture catalogue, showing many valuable features of their store fixtures, and offering a number of practical suggestions as to method and arrangement.

Vaccination Shields

Vaccination shields again have the call. Headquarters for all popular styles, especially Transparent Celluloid shields, is Leopold Mayer, 84 Warren street, New York.

For Hot Soda.

Loring's Fluid Beef is specially suited for the hot soda trade, and the makers, the P. L. Abbey Company, Kalamazoo, Mich., furnish free of charge a handsome cup to serve it in. Write them about this preparation if you serve hot soda. It is a great addition to the regular line. When writing them please mention the AMERICAN DRUGGIST.

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"RED ALBUMEN."

AN enterprising genius, living "up country," has been writing to the newspapers about a system he has discovered of inducing hens to lay eggs in winter. The "system" centered about a certain "red albumen," which the country genius told the newspapers was to be procured at any drug store. The item has proved a splendid advertisement for "red albumen," for jobbing druggists have for several days been overrun with orders from the country for ten and twenty pound lots of that commodity. Readers of the AMERICAN DRUGGIST, who are asked for "red albumen," would do well to inform their customers that a product of this name may or may not consist of albumen and that it is unknown to chemistry, however much it may be exploited by any commercial firm. At least one wholesale druggist in this city has declined to handle the article, and refers all inquiries to the manufacturers, a commercial firm in Ohio, though certain other jobbers are supplying ordinary blood albumen. By the way, this reminds us, did not "Black Pepsin" originate in Ohio?

PLANT PIGMENTS.

NO problem in botany has received more attention or has proved more difficult of solution than that of the origin of the various pigments in the foliage of plants. We know to-day practically nothing concerning the formation of the beautiful colors so widely distributed throughout the vegetable kingdom. The botanist has for the most part been content with the idea that the colors of the floral foliage at any rate were formed for a specific purpose, such as the attraction of animal life for purposes of fertilization, and has ignored the more interesting question of the mode of formation. The production and function of chlorophyll has, it is true, been studied, but even here our knowledge is still very incomplete. Many of the older botanical investigators started with the idea that chlorophyll was the basis of all plant pigments and that the varied tints of autumn leaves, for instance, were due to oxidation or reduction of this body. We know now that the chlorophyll plays an entirely different rôle from that laid down by the older writers.

To the chemist has been left the task of furnishing an explanation of the origin of plant pigments, and in this investigation he has been handicapped by his lack of botanical knowledge. An immense amount of work has been done on the determination of the chemical constitution of various plant pigments in the hope that this

might throw some light on the question of their formation. Up to quite a recent date, however, no adequate explanation had been forthcoming. It is gratifying to note that the first workable hypothesis has come from one who is actively engaged in pharmaceutical work, and, curiously enough, from one who has been identified with entirely different work. On another page we give an abstract of a paper by Dr. Edward Kremers, which contains a preliminary announcement of a discovery which promises to revolutionize our ideas of plant pigmentation. Dr. Kremers has been closely identified with the study of the volatile oils, and it was in the course of an investigation into the constituents of some of these that the idea that the quinhydrone might prove a source of plant pigments occurred to him. The idea is eminently practical and, so far as we are aware, is entirely new. The readiness with which quinhydrone undergoes oxidation into the formation of colored bodies and the universal presence throughout the plant system of oxidizing agents opens up an endless field of research which promises to yield abundant fruit in the near future. The instability of these bodies and their dissociation by ordinary organic solvents accounts for the difficulty which investigators have met with in their attempts to isolate various pigments by the ordinary processes of extraction. Starting with bodies such as thymohydroquinone and its allied products, which are widely found in the vegetable kingdom, and taking into account the presence of acid and alkaline substances in various portions of the same plant, together with the oxidases and ferments which play so important a part in botanical physiology, it should not prove difficult to build up a whole series of pigmented substances, among which may be found many of the colors which are to be found in the floral and foliage leaves of the vegetable world. Dr. Kremers' paper, to which we refer our readers, is merely a preliminary announcement, and the botanical world will await his further researches with intense interest.

\$1 FOR A PHOTOGRAPH.

AMONG the readers of the AMERICAN DRUGGIST are many pharmacists whose prescription laboratories are model pharmaceutical work-rooms; laboratories, the owners of which have spent a great amount of thought and labor in fitting up; and the publication of views and descriptions of these work-rooms would afford valuable hints and suggestions to other pharmacists who are about to fit up new or refit old laboratories.

While drug store fitters possess an abundance of good ideas in regard to store fitting, they usually all stop at the prescription partition. Back of this partition the proprietor of the store must work out his own problem, and there appears to be little available data from which new ideas in fitting up this part of his establishment can be obtained. Now a collection of photographic views of well designed prescription departments would give substantial aid to the pharmacist who is fitting up his first store; and in the Department of Store Management of

the AMERICAN DRUGGIST we propose to publish at an early date such photographic views of the interiors of prescription laboratories as may be sent to us for this purpose, and which are deemed worthy of reproduction in this way.

We shall be glad to pay \$1 for a good clear print suitable for reproduction by the half-tone process, showing views of the kind described. The picture need not show the whole laboratory, but any part or section of it that is of interest in describing a novel, convenient or compact arrangement of stock or utensils. Photographs may be unmounted, and should be mailed to the editor of the Department of Store Management.

WHAT ONE EDITOR KNOWS ABOUT THE PHARMACOPOEIA.

MUCH has been said and written of late years concerning the Pharmacopœia and its revision, but it remained for the luminous intelligence of the editor of the *Chicago Paint, Oil and Drug Review* to present clearly and succinctly before the waiting multitudes of the pharmaceutical world the basic facts concerning this valuable book of reference and the methods used in revising it. Apropos of the St. Louis meeting of the American Pharmaceutical Association, we are reminded in a learned editorial that the Pharmacopœia of the United States is revised every ten years by the American Pharmaceutical Association, with which representatives of the medical profession are allowed to co-operate in the revision. A committee of the Association does the real work of revision, and the committee's work is ratified with or without modification as the Association sees fit. After the revision is completed the Association makes a contract with some publishing house and the Pharmacopœia is issued in book form. It is sold to druggists at a fixed price, and the Association gets a certain per cent. of the returns.

After setting forth this most original premise the editor discusses the efforts which are being made by the owners of medicaments, the names of which are copyrighted, to secure mention of these preparations in the pages of the Pharmacopœia, and we are told that "recent meetings of the Association were particularly notable for the attendance of agents and lobbyists of big manufacturing medical companies almost without number seeking to get their wares listed in the Pharmacopœia." We also learn that "there will be a strong pressure to have the revision completed at this meeting." In conclusion, we learn with a sense of profound relief that "there can be little doubt but what the convention will continue to hold to the idea that the Pharmacopœia is a text-book, not a catalogue of proprietary manufacturers' special wares."

We have long been familiar with the ludicrous errors made by the lay press in treating of technical matters, and they have ceased to arouse interest, but we cannot forbear a smile in passing at the particular efforts of this Chicago editor to impart instruction and to convey advice on a subject concerning which he displays a truly amazing lack of knowledge.

OBSERVATIONS AND SUGGESTIONS ON THE TESTS AND STANDARDS OF THE PHARMACOPOEIA.

BY LYMAN F. KEBLER, PH.C.,
Philadelphia, Pa.

AT the outset the writer desires to make it plain that it is not his purpose in this paper to cover the entire field of the Pharmacopœia, but to discuss only such things as have come directly under his personal notice in a practical way.

Acacia.

The Pharmacopœial tests for distinguishing between acacias of high quality and those of inferior quality or adulterated or spurious goods are unsatisfactory. Gums of inferior quality or poor grades are naturally contaminated more or less with certain reducing sugars. An attempt has been made to eliminate such contaminating substances by means of Fehling's solution; but no directions are given for the application of this test, so the analyst is usually thrown back on his own resources. This is quite unsatisfactory. According to Allen's "Commercial Organic Analysis" and "Pharmacographia," the best gums do not reduce an alkaline cupric-tartrate solution even when heated to boiling, but in Hager's "Handbook" we find it stated, in substance, that this test is too rigid, inasmuch as all acacias reduce Fehling's solution at a boiling temperature.

MOST ACACIAS REDUCE FEHLING'S SOLUTION.

In the writer's experience, there is at present little, if any, acacia available which will not reduce an alkaline copper solution at a boiling temperature, and many samples reduce such a solution at the ordinary temperature, but occasionally a sample is met with which does not have such a reducing action below 60 degrees C. The directions should be more explicit.

THE TESTS FOR DEXTRIN.

The iodine test for dextrin is easily evaded, being suitable for only one kind of dextrin (erythro), inasmuch as the other kind of dextrin (achro) does not give a reddish color reaction with this reagent. Erythro-dextrin, an intermediate product in the manufacture of achro-dextrin, is colored reddish brown by iodine, but achro-dextrin (a higher or purer dextrin) is turned a yellowish color with the same reagent. Pure dextrin is more costly than the ordinary article, but it could readily be made at a handsome profit as an adulterant of gum acacia.

An aqueous solution of acacia is lævo-rotatory, while a similar dextrin solution is dextro-rotatory, which makes the adulteration easy of detection.

The amount of volatile matter, 6 to 17 per cent., at 100 degrees C., and an ash limit, 4 per cent., should be required.

The viscosity is a very important factor, and can readily be determined by dissolving 100 Gm. in enough water to make 100 Cc., then ascertaining the rate at which the solution flows through a glass tube with a small orifice. For comparison a similar solution made from a gum of high quality may be used.

Acetanilidum.

The method of taking the melting point of acetanilide should be given in detail, as discordant results are generally reported if taken without directions. Most commercial samples melt somewhat below 113 degrees C.; this is due chiefly to the mechanically retained moisture, and the chemical should be carefully dried at 100 degrees C. before the melting point is taken. It should

also be noted that acetanilide visibly softens several degrees below the melting point.

Acetum Opii.

The writer several years ago pointed out the impracticability of the present U. S. P. method of assay, but it continued to be repeated, without comment, in the later editions of several dispensatories.

Acetum Scillæ.

The method of preparation can certainly be improved upon.

Acidum Aceticum.

A ready method for detecting the presence of sulphurous acid is to add a drop of tincture of iodine to 10 Cc. of the acid, which is turned to a yellowish brown tint if pure, but is instantly decolorized if sulphurous acid be present.

Acidum Arsenosum.

The quantitative method for estimating the purity of this chemical indicates generally that the per cent. of arsenic trioxide is considerably over 100. This high percentage is chiefly due to the amount of *heat applied*. It has been found that the monocarbonate or any trace of caustic interferes markedly with the color reaction of the starch indicator. A better and safer method is to oxidize from 0.3 to 0.5 Gm. of the arsenous oxide to arsenic acid by means of nitric acid, evaporate the surplus of nitric acid, dissolve in water and precipitate with magnesia mixture. Wash the precipitated ammonium magnesium arsenate free from chlorides with water rendered alkaline with ammonia, then dry at 100 to 105 degrees C. to constant weight and calculate the arsenic from the following formula:

*Acidum Benzoicum.*

The synthetically prepared benzoic acids are occasionally contaminated with undesirable odors, which are sometimes not observable until the acid is converted into an alkali salt by the intervention of heat. Again, some acids produce a perfectly clear concentrated aqueous solution when neutralized with sodium carbonate; but after evaporating this solution to dryness and then making an aqueous solution of the sodium benzoate, an opalescent solution results, and this opalescence cannot readily be removed by filtration. What the impurity is the writer has not been able to determine, but it probably is some contamination derived from the initial substances employed for the production of the benzoic acid.

Acidum Carbolicum Crudum.

The Pharmacopœial requirements for establishing the quality of crude carbolic acid are quite unsatisfactory. On mixing 50 volumes of the acid with 950 volumes of water, then agitating thoroughly, the mixture is generally left in such a condition as to make it impossible to get an accurate reading, the fine globules of acid adhering so firmly to the sides of the vessel as to make it impossible to remove them.

The writer has come to the conclusion that fractional distillation and a separate examination of the several fractions is the best and probably the only way to get a good idea of the quality of crude carbolic acid. The range of boiling points should be carefully noted.

Low grade acids containing all the way from 60 to 10 per cent. of carbolic acid or its homologues are a common article of commerce, and should not be confused with the Pharmacopœia product. Some of these low grade acids frequently resemble the high grade acids so closely, physically, that they may be mistaken for one

another. Some samples possess physical and chemical properties similar to crude petroleum. In these the petroleum fluorescence is quite marked.

Acidum Chromicum.

To require a complete absence of sulphuric acid is too rigid; a limit should be set. Tests should also be added to detect the presence of nitric acid or nitrates. It is very desirable to establish a percentage of purity, for it is well known that this chemical, as generally supplied, is very impure, and contains an excess of moisture.

TO DETERMINE THE PER CENT. OF CHROMIC ANHYDRIDES.

There is at present no ready method for determining the per cent. of chromic anhydrides, but the writer has used the following with considerable success:

Dissolve about 1 Gm. (accurately weighed) in enough water to make exactly 100 Cc.; of this solution transfer 20 Cc. to an evaporating dish containing 75 Cc. of distilled water; add 15 Cc. of 10 per cent. sulphuric acid, also 2 Gm. of potassium iodide, mix well and allow the mixture to stand five minutes. Then add decinormal sodium thiosulphate solution until a distinct blue color, without yellow cast, results; or the end reaction can be determined by means of a starch solution. Each Cc. of thiosulphate consumed represents 0.003329 Gm. of chromic anhydride.

Medicinal Tannin.

The following data will give a fair idea as to the quality of the present available medicinal tannin:

No.	Per cent. of tannin.	Per cent. of moisture.	Concentrated aqueous solutions.	Per cent. of water soluble matter in tannin dried at 100° C.
1	78.96 L. ¹	75.62 H. P. ²	7.13	Turbid. 92.72
2	84.24 L.	83.96 H. P.	8.45	Turbid. 90.09
3	81.36 L.	79.36 H. P.	...	Turbid. 91.63
4	80.10 G. A. ³	75.00	...	Turbid.
5	...	85.93	10.00	Turbid. 88.40
6	82.18 G. A.	...	...	Turbid. 90.00
7	80.24 G. A.	...	11.69	Turbid. 86.00

¹ L.=Lowenthal's method. ² H. P.=Hilde powder method. ³ G. A.=Gelatin alum method.

All of the above samples gave a perfectly clear solution in glycerin. From the above data it can readily be seen that the actual amount of material insoluble in water is very small, although it looks like a large amount, when actually testing.

Glaourdi: A Milk Preparation Used in Greece.—Dr. Achilles Rose (New York Med. Jour.) described as a new milk food and submitted samples of it to those present at a recent meeting of the New York Academy of Medicine. He had used it with much satisfaction in cases of gastric ulcer. It was prepared in Greece according to the following directions: "Milk is boiled for an hour, being constantly stirred meanwhile. When it has reached a certain consistence, a fig ferment is added and the temperature of the milk reduced to 45 degrees C. To make the ferment a dry fig is soaked overnight in twenty-five drachms of water, and the next morning a slight trace of rennet and a few drops of lemon juice are added. The resulting product is a smooth, semi-solid, easily digestible milk food." Dr. E. Quintard said that he had used glaourdi in fifteen cases, and had found it useful in neurasthenia and in pyloric stenosis. Dr. Hélène Correll-Loewenstein said that she had examined glaourdi with considerable interest, and, after a number of chemical tests, had come to the conclusion that there must be a special ferment in the fig. She had been strengthened in this view by recalling the statement of a Swiss farmer that his success in making cheese lay in the use of a watery solution of fig in addition to rennet.

MONTHLY MEETING OF THE Society of Chemical Industry, NEW YORK SECTION.

THE regular monthly meeting of the section was held at the Chemists' Club on the evening of Friday, November 22. In the absence of the chairman, Dr. Virgil Coblentz presided. After the regular routine business, during which the chairman called attention to the proposed publication of a technical chemical dictionary and invited the co-operation of the members of the section, the reading of papers proceeded. The following papers were presented:

TIN FOIL AND BOTTLE CAPS MANUFACTURE.

BY RAFAEL GRANJA.

The author stated that there were three commercial varieties of tin foil, known respectively as pure foil, composite foil and German foil. Pure tin foil is, of course, made from metallic tin only; composite foil is composed of lead and tin, and is prepared by interposing a sheet of lead between two sheets of tin. The two varieties may be distinguished by touching the surface of the foil with a drop of nitric acid. If the foil be pure a white spot is formed, due to formation of metastannic acid. If the foil is composite the layer of metastannic acid is so thin that the dark lead surface shows through it and the spot appears black.

Tin foil is manufactured by passing thin sheets of the metal or metals between heavy rolls, the thickness of the foil depending on the pressure exerted on the rolls. The foil is kept from sticking to the rolls by allowing soap suds to drip over the surface as it passes through the mill. This also serves to keep the rolls cool and preserve the smoothness of the metal. Pure tin can be rolled to a thinness of 10,000—that is, 10,000 square inches to the pound of metal. Composite foil, however, can only be rolled up to 7,000. German foil, on the other hand, is made up to 14,000 square inches to the pound. This variety is composed of tin slightly alloyed with some other metals, its composition being more or less of a trade secret. It is made by passing two sheets of tin through the rolls at the same time. The sheets are kept from welding together by soap suds. German foil is distinguished by being bright on one side and dull on the other, the dull surface being that which comes in contact with the other sheet of metal, the surface in contact with the rolls being bright. The foil after it leaves the mill passes over an endless belt heated by steam coils, where it is dried and is finally wound on another series of rollers. Fusel oil is brushed over the surface of the foil to aid in the drying.

Bottle caps are made from composite foil, the tin surfaces of which are hardened with 1 per cent. of antimony. The caps are made in a punching machine, a number of sheets being punched by the same die. The sheets are prevented from sticking together by soap suds. After stamping out the caps are transferred to a lathe by hand, where they are polished with an ivory tool, cut to size, and colored by hand with various colored lacquers.

RARE EARTHS (with Exhibition).

BY E. V. MACHETTE.

The author said that 23 years ago he found the first deposit of tungsten in the United States about 9 miles from Bridgeport, Conn. At that time it was a useless

mineral, but with the discovery of the X-rays in 1896, and the consequent demand for tungstates for fluorescent screens, he went and bought the property. Through the influence of Thomas A. Edison he raised \$70,000 to develop the mine, and since that time between 30 and 40 different minerals have been found in its locality. The mine now produces 1 ton of calcium tungstate per day at a cost of \$300 per ton, as against \$2,000 per ton 5 years ago. One of the products of the mine is chlorophane, which has been found useful as a flux for the tungstate. Quartz, feldspar, fluorspar and small quantities of copper, silver and gold have also been found. Wolframite was also found in quantity in Colorado. The metal tungsten is now found to be of great value in the arts. In the famous Krupp process for hardening armor plate, tungsten plays an important part; it gives the hardness to the steel, while small amounts of titanium give the toughness and a trace of molybdenum the elasticity. By the aid of these metals a 6-inch plate of Krupp armor becomes equivalent in resisting power to an 18-inch Harveyized plate. Herein, too, probably lay the secret of the famous old Damascus blades. The hardness seems to have been due to traces of manganese, and the elasticity to molybdenum.

Titanium the author considered to be the most valuable of all the rare metals. It has more qualities than any other when used properly. New Jersey iron ore, which contains titanium, is, however, useless, as it is impossible to smelt it out by the ordinary furnace. Titanium is valuable for many reasons. In the first place, it gives enormous hardness and toughness to steel; it gives a fine luster to silver; added to carbons used for electric lighting, it renders them practically indestructible and increases the brilliancy of the light; it is a valuable addition to certain fertilizers, especially those for tobacco plantations, improving the flavor of the leaf; its oxide increases the brilliancy of the incandescent gas lamps; its strong affinity for nitrogen promises a cheap means of preparing ammonia direct from the atmosphere, and finally, combined with carbon, it yields a product hard enough to scratch the diamond and valuable for drills.

In connection with titanium the author told an interesting story of the late Judge Jeremiah Wilson, who owned a phosphate deposit in the South. The phosphatic mineral contained considerable quantities of what the judge called "rocks," and which were thrown out as valueless. The phosphate was sold for \$3 per ton, and the author found that the "rocks" were a titanium ore containing 69 per cent. of titanium. This ore was bought for \$50 per ton and sold for \$150. Some of this, in the form of ferro-titanium when smelted, was shipped to the Carpenter Steel Works, but, sad to say, ruined all the steel into which it was put, owing to the fact that all the phosphorus had not been eliminated.

Titanium unites with both silicon and carbon to form silicide and carbide, both of which are hard enough to scratch the diamond. These compounds are now being produced at less than \$300 per ton, whereas only a few years ago they were quoted at \$700 per pound.

Silicon is another elementary substance which is being put to valuable uses. It is only recently that it has been prepared in ingot form in Germany, and the author showed the only ingot of this substance in the United States. It is a valuable addition to steel, and has been supplied both to Krupp and Armstrong at a cost of \$30,000 per ton. An idea of the cost and difficulty of manufacture may be formed, when it is stated that at the Wilson Company Works in South Carolina the employment of 1,500 horse-power for one day results in the turning out of 5 pounds of silicon in granular form.

The author also drew attention to the discovery of numerous varieties of ores found in different parts of the country, including molybdenum sulphide, which requires a temperature of 6,000 degrees to smelt; molybdenum oxide in Colorado (the only known deposit) and various manganese and tungsten compounds.

In addition a recent discovery was agamettallite, an ore allied to talc and similar in appearance and touch, but almost free from magnesium. This compound is valuable as a furnace lining, resisting a temperature of 5 to 6,000 degrees, and being entirely acid and fire proof. When mined it is soft, but hardens on exposure, and can be reduced to as fine and white a powder as talc. It can be produced just as cheaply as the latter mineral, and bids fair to aid in the solution of many metallurgical problems. Mr. Machette closed his paper with an account of the claims of an expert in thermodynamics, who has discovered a new process for producing intense heat. By aid of the "calorific apparatus," as it is termed, the inventor claims to be able, by the use of carbon hydrogen and oxygen, to smelt the most refractory ores at one-fifth of the cost of present apparatus, and do away entirely with the electrical furnace. Acetylene can be produced without the aid of calcium carbide, and any old thing can be used as fuel for the production of any quantity of heat desired. The details of the invention are promised later, the apparatus being now in course of erection in Brooklyn.

THE PRECIPITATION OF IRON, ALUMINA AND MANGANESE BY BACTERIA.

BY D. D. JACKSON.

The author drew attention to three species of bacteria which have the property of removing iron, aluminum and manganese salts from solution, and precipitating them in the form of oxides in their outer gelatinous shields. The peculiarity of these organisms was first noticed in Berlin, where one of the galleries through which the city water supply passed was completely blocked by an apparent deposit of iron oxide, and had to be abandoned. Examination of the deposit showed it to be principally composed of long strings or threads of bacteria, the outer envelope of which was filled with ferric hydrate. The hydrate composed about one-third of the precipitate. The bacterium has since been found in other water supplies, and its growth may be regulated by proper means. Another species possesses the property of precipitating aluminum oxide and a third that of precipitating manganese dioxide in the outer envelope.

The bacteria are sausage shaped organisms growing in long threads or filaments, and are anaerobic. They are easily recognized if the deposit be treated with an acid to remove the oxide. Being anaerobic, they can only grow when the oxygen contained in the water is exhausted by organic matter, or when the water supply is too heavily pumped. They are very difficult to cultivate artificially, but the author succeeded in growing them in an atmosphere of hydrogen, and found that the three organisms were distinct species—i. e., the iron bacterium would not precipitate alumina or manganese, nor *vice versa*. He has given the following names to the three varieties:

Crenothrix ferrifera,
Crenothrix aluminifera,
Crenothrix manganifera.

The aluminum bacteria had been found in the driven wells of the Brooklyn water supply, and the manganese bacteria in the water supply of Newton, Mass., near which are deposits of manganese. To avoid the growth of these organisms, which is very rapid, care should be

taken that the filtering galleries are not too near the source of supply. The author showed with the lantern photomicrographs illustrating the appearance of the organisms before and after removal of the deposited oxides.

PRELIMINARY REPORT ON QUINHYDRONES AS PLANT PIGMENTS.

BY PROF. EDWARD KREMERS.

The author stated that this paper was merely a preliminary report for the purpose of eliciting discussion. The occurrence of hydrothymoquinone in ores of the Bonarda genus led the author to suspect that the color of the oil might be due to quinhydrone. If this substance is dissolved in alcohol and evaporated a bluish black residue is left or sometimes a white residue which turns dark simply by scratching the surface of the deposit. On resolution in alcohol the color disappears, due to the fact that the quinhydrone is dissociated. Attempts to isolate the compound from the plant were frustrated by the readiness with which the usual solvents cause dissociation. When the quinhydrone is dissolved in carvacrol, which forms about 50 per cent. of the Monarda oils, a colored solution is formed identical in color with the distilled oil.

Owing to the extreme readiness with which the quinhydrone is oxidized with formation of colored products, a whole field of investigation is opened up by the suggestion that these bodies may be the cause of the different colored bodies noticeable in the same plant. By the addition of metallic elements different colored products are formed and the varying constituents of the cells of different parts of a plant may thus cause the development of a number of colored bodies. The author also suggested the possibility of the discoloration of carbolic acid, thymol, hydroquinone and other similar bodies being due to formation of a quinhydrone. Indeed carbolic acid with a trace of quinhydrone instantly develops a fine red coloration.

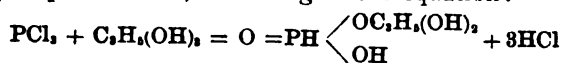
The last paper was on

THE MANUFACTURE OF NITRIC ACID.

BY C. W. VOLNEY.

This was a continuation of a former paper, and the author showed that the preparation of a pure acid free from nitrous fumes depended on the use of a sulphuric acid of 60 degrees B. and a low temperature during the distillation. The formation of persulphates in the retort is also avoided in this way.

By treating a slight excess of glycerin with phosphorus trichloride, keeping the mixture cool, A. and L. Lumière and F. Perrin have succeeded in preparing glycerophosphorus acid, according to the equation:



Hydrochloric acid is removed from the mixture by means of moist silver oxide, after filtration from the AgCl thus formed, the glycerophosphorus acid is saturated with a base, such as lime, and the excess of glycerin removed by means of alcohol, or the original acid mixture may be directly neutralized with lime, evaporated at a low temperature and then treated with alcohol, which removes calcium chloride and glycerin, but precipitates calcium glycerophosphite. Free glycerophosphoric acid has not been isolated, since it tends to saponify on evaporating its solutions. Most of its salts are soluble in water, the calcium compound occurs as a white crystalline deliquescent powder permanent in aqueous solution, and not affected by boiling. It rapidly decomposes at 100 degrees C. when treated with a few drops of HCl.—*Comptes rend.*, 133, 643, and *Phar. Jour.*

SCOPOLA vs. BELLADONNA.¹

Reports on a Series of Pharmacological Studies.

COMPILED BY H. H. RUSBY, M.D.

AT the meeting of this association two years ago the subject of the introduction of the rhizome of *Scopola Carniolica* to the Pharmacopœia as a substitute for or an alternative of belladonna root or leaf, especially in the manufacture of the plaster, was taken up by the writer in reply to a query by the Committee on Scientific Papers. It was then shown that, although such use of scopola was universal, both in this country and in Europe, yet we were without any definite and accurate information for enabling us to judge as to whether or not such action was desirable. It was further undertaken, on behalf of our Research Committee, to induce pharmacologists to take up the several departments of such an investigation. We have now to report the following progress in this work:

Several different importation lots of belladonna root were purchased and examined piece by piece, every portion of foreign or doubtful matter being rejected and the whole mixed. The result was a product which, when assayed, showed the very high yield in the fluid extract of 0.93 per cent. of total alkaloid. A similar course was pursued with scopola. In this case all the root portions were excluded, because of their very close similarity to belladonna root, and our desire to preclude absolutely the possibility of any admixture. The result was a product yielding in the fluid extract 0.55 per cent. of total alkaloid when assayed by the same person, following the same process and at the same time as with the belladonna.

These two lots of drugs were then sent to Messrs. Parke, Davis & Co., with an explanation of the object and a request that they would have them manufactured into tinctures, fluid extracts, extracts and total alkaloids, as hydrochlorides, in their analytical department, with all possible care. In response to this request the firm assigned the work to Dr. John M. Francis. Upon delivery of the materials, Dr. Francis explained his methods of procedure in a report which will be here appended. This report shows that the most scrupulous pains were taken as regards temperature and materials to avoid any loss or transformation of alkaloids.

Of these products, the following disposition was made: A considerable portion of the total alkaloids was delivered to Prof. A. B. Prescott for chemical study, and he, associated with Prof. Schlotterbeck, will present a report to-day. Prof. Prescott also undertook to secure the performance of some physiological work in the medical department of the University of Michigan, and a report of this may be presented in the same connection. Another portion of the alkaloids was supplied to Dr. J. F. Geisler, chemist to the New York Mercantile Exchange, for polariscopic study. Dr. Geisler has communicated his results to Prof. Prescott, who will doubtless discuss them in his report. In the meantime, Dr. Geisler's report is also filed herewith. Another portion of them was supplied to Dr. H. C. Wood, jr., for physiological experimentation. Still another portion was made up into 1 per cent. solution for experiment in eye practice, and supplied to Dr. T. Y. Sutphen, of Newark, N. J., and to Dr. E. H. Bartley, of the Long Island Hospital, Brooklyn. Another portion was made up into 1-500 grain tablets of hydrochlorides, and these tablets were supplied to Drs. H. C. Wood, jr., W. A. Bastedo and E. H. Bartley. In connection therewith a quantity of the pure sulphate of atropine and of the pure sulphate of

¹ Report from Research Committee submitted at the St. Louis meeting of the American Pharmaceutical Association, September, 1901.

hyoscyamine were obtained from Messrs. Merck & Co., and were made up into similar tablets. These were given to the same experimenters in order to compare their effects with those of the total alkaloids contained in the tablets above mentioned. This attempt, however, proved a failure, owing to the fact that the hyoscyamine tablets were found to be almost without any physiological action. This fact should not be lost sight of. The widest discrepancy exists between published reports of the action of hyoscyamine. It has been assumed that in those cases in which it has been reported inactive and weak the alkaloid was impure, and that a pure alkaloid would act very similarly to atropine. Messrs. Merck & Co. are, however, very sure that the hyoscyamine sulphate supplied upon this occasion was chemically pure, and the question is suggested whether, after all, hyoscyamine is not an inactive alkaloid, and that when it seems to be active it is due to more or less of an admixture of atropine or other base.

Experiments with the tinctures disclosed the fact that they were too weak to be generally useful in experimentation, and they have been scarcely employed. Besides the alkaloids, as above stated, experiment was therefore restricted to the fluid extracts and extracts as follows:

Fluid extracts were supplied to Drs. R. W. Wilcox, E. H. Bartley and W. A. Bastedo, and were applied externally, either in the form of the official liniment or pure. The extracts were used in the form of the ointments and the plasters. The fluid extracts, as employed, were of equal strength as to their percentage of drug, but of markedly unequal strength, as above shown, in their alkaloidal percentage, so that those employing them found it necessary to make allowances in the amounts used or in their estimates of the effects. The plasters, upon the contrary, were made up with such proportions of extract to mass as caused the finished plasters to be of equal alkaloidal strength—that is, there was an equal amount of alkaloid per square inch of plaster in each case. There were five different lots of plaster as to composition—namely, belladonna root, made with the rubber combination mass; belladonna root, made with the official mass; belladonna leaf, made with the official mass; scopola, made with the rubber mass, and scopola, made with the official mass. Of each kind some were made porous and some were made plain, while there were several different sizes of plaster of each kind.

Since no leaf extract of the belladonna was specially prepared for me, I purchased a quantity having a guaranteed assay by a responsible maker, and adjusted its plaster to the same alkaloidal strength as the others.

These plasters were made by myself, with the greatest pains to secure uniformity.

In supplying these several articles to those who were to study them, no information was supplied in any case as to the identity of the article other than that certain of them represented belladonna and others scopola. They were simply lettered and the reports were called for under the respective letters. When in these reports the names of the drugs were referred to they were inserted later for your information. In the case of the plasters instructions were given as to how they were to be paired—that is, which plaster it was desirable to compare with each other, and caution was given as to subjecting both of each pair to exactly the same condition of test.

The above explanations, it is believed, give full information concerning the conditions of the tests. As to the reports upon them, it is to be stated that some of these reports have already been published. They will, therefore, not be here repeated, but abstracts of their

conclusions are compiled, and the publications are cited and copies are filed with this report.

It is not out of place to caution the members of the association against placing confidence in the various distorted and in some cases falsified publications which have been made for commercial purposes in regard to the investigations of these two drugs. Thus the country was at one time flooded with circulars declaring that scopola should not be used, because it was such a dangerous and deadly poison, and a few weeks later this was followed by another one from the same source condemning it because it was an inert substance. The truth is, that the relative merits of almost any two drugs of similar character are difficult to establish. This natural difficulty is enormously increased in the case of drugs whose active constituents are so very unstable, and in which the method of employment is subject to so many conditions which tend to obscure or confound the causes of the difference in action, as it is true of belladonna and scopola. It is perhaps too much to ask of the ordinary enterprising commercial establishment that it will refrain from seeking any advantage that it may be able to secure from premature claims, but it is not too much to hope that the members of this association will be cautious in drawing their conclusions.

Dr. H. C. Wood, jr., has published a lengthy report of his experiments upon frogs and rabbits. Although some experiments were made with both tinctures and fluid extracts, the use of the alkaloids was found to give the clearest results, and was depended upon for the conclusions. His conclusions are that the physiological actions of the two drugs are so closely similar as to be practically indistinguishable. He concludes as follows: "Like belladonna, scopola elevates the blood pressure, paralyzes the pneumogastric nerve, is primarily a stimulant of the respiratory center and in fatal doses kills by asphyxia. In the frog, it is a paralyzant to the spinal cord and to Setschenow's center, and when brought in direct contact with a motor nerve lessens its function. The dominant alkaloids of the two plants, however, are probably not identical, since we find the scopola apparently a little more depressant to the spinal cord and distinctly more toxic."

Dr. E. H. Bartley, in connection with his associate, Dr. Rushmore, of the Long Island Hospital, experimented with 1 per cent. solutions of the alkaloids in eye practice, with the tinctures, with the solid extracts made into 10 per cent. ointments and with the fluid extracts applied externally. His conclusions are here presented.

Report of Results in Eye Practice.

BY DR. E. H. BARTLEY,

Brooklyn, N. Y.

I had the total alkaloidal hydrochlorides tested at the Eye and Ear Hospital by Dr. Rushmore, with the following results: One per cent. solutions were carefully prepared by myself and submitted for trial.

They were tried upon eight patients, using A in one eye and B in the other.

B [Scopola] was clearly acting in 10 minutes, and in 20 minutes there was wide dilatation.

A [Belladonna], no effect in 10 minutes, moderate in 20 minutes.

B Paralysis of accommodation in one hour.

A Paralysis of accommodation in two hours.

In a child of 7 years of age the poisonous symptoms came on after five instillations at 15 minute intervals with A. In a child of 4 years marked constitutional symptoms were produced by A after three instillations at 15 minute intervals.

The effects of B lasted about ten days.

The effects of A lasted about twelve to fifteen days.

Summary: B acted more promptly than A and passed off sooner. A gave more constitutional effect than B in children.

NIGHT SWEATS.

Tinctures: Three cases. Both failed in one (Atropine, agaricin and picrotoxin failed in same case). Both equally efficient in two cases.

Solid extracts: Made into ointment 10 per cent. Rheumatic joints. Applied externally, no difference. Both like effects. Applied to breasts to dry the milk after weaning. Patient certain that the scopolin used on right breast better than belladonna used on left breast.

Fluid extracts: Used in a case of sweating feet. Patient reported scopolin the best after repeated trials. He used the one on the right foot and the other on the left. Both were diluted by myself and applied in the same strength.

As far as tried, therefore, the actions of the two drugs have shown slight differences in some respects. The most reliable effects were those obtained at the Eye and Ear Hospital. They were watched carefully and the results are definite. The effects of the tinctures on night sweats so far as they go show no difference. No difference could be observed in anodyne effects when used in the same form of ointment. In sweating feet (one case) and in drying the milk (one case) scopolin seemed to produce more effect. I do not feel that these results are sufficient to be regarded as very conclusive and I shall continue to experiment with them as occasion may arise. It is not easy to try such remedies, as we do not like to push such potent agents too far. Then, suitable cases do not present themselves every day, and when they do not every patient is reliable as an observer. In some cases I have obtained no reliable report and have not recorded it.

Dr. Bartley subsequently reported that experiments with the tinctures made in the Kings County Hospital showed no appreciable difference in their action: also that no dilatation of the pupil could be secured through the application of the fluid extract in the vicinity of the eye.

Dr. R. W. Wilcox, of New York, assisted by Drs. H. D. Furniss and H. J. Van Wagenen, has made a thorough study of the comparative action of the liniments, his report being published in the *Medical News* for March 2, 1901. He concludes: "My work has established but one fact: Scopolin rhizome as fluid extract incorporated into a liniment is devoid of therapeutic action, and should not be substituted for belladonna root." "In order to determine if the camphor in the liniment interferes with the productions of symptoms from the use of scopolin liniment, a new series of observations has been commenced, which will be the basis of a later report."

This second report promised by Dr. Wilcox has since been published in the *Medical News* during the latter part of August, the results being in a general way confirmatory of those of his first report, though the effects of the scopolin upon temperatures were about half those of belladonna; upon the pulse, about a sixth; upon the respiration, about double. Dr. Wilcox concludes as follows from this set of experiments. "The results obtained show that while the camphor" (in the first experiments) "did not interfere with the results, so far as the scopolin-rhizome fluid-extract was concerned, it certainly aided in the absorption of the active principles of belladonna root. This second series of experiments confirms the first and the conclusion, so far as scopolin still obtains."

Dr. T. Y. Sutphen has furnished me with a preliminary report, his experiments being interrupted by a European trip, upon the 1 per cent. solutions used in eye practice. Since this report has not been published, it is here presented somewhat fully:

"Neither acts as an irritant to the conjunctiva, nor seems to cause any pain. There is no appreciable effect upon the cornea in regard to softening of the epithelium. B (this is scopolin, H.H.R.) is much more rapid in dilating the pupil than A (belladonna, H.H.R.); the former in from ten to twenty minutes; the latter, 20 to 30, or even 40 minutes. Tension of globe slightly increased with use of B in some cases. No alteration in intra-ocular appearance noticed in either. In one case the

pupil was more or less dilated until fourteen days after use of B. Mild poisonous symptoms occurred in one case in which A was used in one eye and B in the other.

Dr. W. A. Bastedo was supplied with fluid extracts, extracts, alkaloidal tablets and plasters. His elaborate report upon the plasters is here presented. So much of his time was devoted to this one subject as to forbid the presentation at the present time of a definite report upon the other preparations. However, in a report of progress, he informs me that in his use of the two fluid extracts applied externally, pure and in the form of liniments, both showed activity.

Belladonna and Scopolin Plasters.

BY W. F. MARTIN AND W. A. BASTEDO.

In all sixty-seven plasters were used upon patients of very different temperaments, but all suffering from tubercular disease. The neurotic element figures very largely in the problem, as does also the mechanical limitation of motion by the plaster. With some of the patients almost anything done gave some relief. In consequence of these factors there is great difficulty in summing up the evidence in favor of one plaster or another. No essential difference was noted between porous and plain plasters.

Of A plasters (this was belladonna root made with the rubber mass, H.H.R.) fifteen were used, ten being left on 24 hours, two 48 hours, two 72 hours and one 120 hours. The conditions treated were lumbar pains and adhesive pleurisy. In one, neurasthenia, the pain was quickly relieved, in another neurotic case there was no relief at all. In seven pleurisy cases there was moderate relief after from six to twenty-four hours. In three cases of exacerbation of the pleurisy there was none or only slight relief. One case of lumbago improved after ten hours.

The B plasters (this was of belladonna root, made with the official mass, H. H. R.) proved more efficient, and in nine cases all had some relief. In three cases this was obtained in four to eight hours and there seemed to be no return; in two the pleuritic pain was lessened, but in one returned in ten hours, and in the other was only slightly relieved after twenty-two hours. The latter was extremely neurotic. In one case of lumbago a plaster gave relief in five hours, but the pain returned the next day. A second plaster was followed by relief for five days. In one case, with a few adhesions over a large cavity in the lung, and with a sharp pain on breathing, there was much relief from the plaster, but more relief from strapping the chest tightly.

The C plasters (this was belladonna leaf, made with the official mass, H. H. R.) were more or less successful in the nine cases in which they were used. Six had relief in six to eighteen hours, with practically no return of pain; one obtained relief, but the pain returned the next day; two with lumbar pain were relieved but slightly. Six of these plasters were applied for twenty-four hours and three for seventy-two hours.

Of seven D plasters (this was scopolin, made with the official mass, H. H. R.) used, two pleurisy and one lumbago were not relieved. Three others gave some relief for pleuritic pain in six to eighteen hours. One plaster applied seventy-two hours gave complete relief in a left shoulder pain accompanying rheumatoid arthritis. One of the plasters which relieved pleuritic pain was also applied for seventy-two hours, but the other D plasters for only twenty-four hours.

There were twenty-seven E plasters (this was the scopolin made with the rubber mass, H. H. R.) used, and the results obtained were quite variable. Pleuritic pain was much relieved, but not completely, and in three instances strapping the chest tightly was of more value. In most some relief was noticed in from four to eight hours. One case of lumbago experienced no good effect, while two others obtained complete cessation of pain. One man with lumbar pain had the plaster applied twice, with complete relief in each case. These plasters were kept on for variable periods, from twenty-four to ninety-six hours. In one case of rheumatoid arthritis with sharp pain in left shoulder there was much relief at first, but not so much as that obtained from a D plaster.

Our conclusions from the above were arrived at without knowledge of the contents of the plasters, each plaster being simply lettered by the Research Committee C of the United States Pharmacopœia Committee of Revision. A (Bel. Rt. Rub.) were thought to have the least value; E (Scopolin, Rub. H. H. R.) and D (Scop. Off. H. H. R.) to be of fair efficiency, and B (Bel. Rt. Off., H. H. R.), and C (Bel. Leaf, Off., H. H. R.) to be best of all. In no case were symptoms of belladonna poisoning noticed.

Comment by Dr. Rusby.

In commenting upon this summary, it will be noted: First, that both the belladonna and the scopola plasters proved of fair efficiency, thus setting at rest, so far as this one report goes, both the general claim that belladonna plasters are worthless, and the special claim that this is true of such plasters when made from scopola; second, that belladonna, both root and leaf, show a slight superiority over scopola in the form of the plaster; third, that the official mass showed a superiority to the rubber in the case of belladonna, the reverse being true in the case of scopola. As to the last subject, it is subject to some modifying considerations. Only seven official mass scopola plasters were used, against twenty-seven of the same with rubber mass. A study of the percentages hardly serves to show the superiority of the latter form, and in one case, where both were used on the same patient, the official form was notably superior. We are inclined to believe that the summary, as a whole, should favor the official as against the rubber mass.

The compiler desires to lay particular emphasis upon the ability, conscientiousness and carefulness of Dr. Bastedo as an experimenter, and believes this report to be of special value as a contribution to our knowledge of the action of these plasters. At the same time, many more similar trials will be required to settle the question involved.

Summary of Conclusions.

Summarizing the above conclusions of the different experimenters, we get the following synopsis:

PERCENTAGE OF ALKALOIDS.

Papers presented two years ago and confirmed by many subsequent publications, establish the fact that belladonna root is extremely irregular in alkaloidal percentage, ranging from 0.2 per cent. to above 1 per cent., while scopola is as strikingly uniform, rarely varying a tenth of a per cent. from 0.55.

CHARACTER OF ALKALOIDS.

Profs. Prescott and Schlotterbeck: The studies of these gentlemen indicate that the alkaloid of belladonna is more than half hyoscyamine; that of scopola almost wholly hyoscyamine.

Dr. Geisler's experiments indicate that the alkaloid of belladonna which he used is further from being pure atropine than is that of scopola. We have no doubt that the finished work of Messrs. Prescott and Schlotterbeck will clear up this discrepancy.

ACTION OF ALKALOIDS.

Dr. H. C. Wood: Systematic physiological action identical in kind, differing slightly in degree, the scopola slightly more depressant and more toxic.

Dr. E. H. Bartley: Effects upon the eye: Scopola acts more promptly, and the effects pass off sooner; systemic effects greater from the belladonna.

Dr. T. Y. Sutphen: Effects upon the eye: Neither irritant to conjunctiva, nor productive of pain, nor tending to soften epithelium of cornea, nor affecting intra-ocular appearance. Scopola much more rapid in dilating the pupil and slightly increasing tension of globe. No comparison as to duration.

Poisonous symptoms negative, since one was used in one eye, the other in the other.

TINCTURES.

Dr. E. H. Bartley: Both equally efficient, except in one case, where all drugs failed.

FLUID EXTRACTS.

Dr. R. W. Wilcox: Belladonna is active, scopola is nearly inert: when used by inunction, either in the form of the pure fluid extracts or of the official liniment.

Dr. W. A. Bastedo: Both fluid extracts are active, but comparison has not yet been concluded.

Dr. E. H. Bartley: Scopola much more active in treating sweating feet.

SOLID EXTRACT USED AS OINTMENT.

Dr. E. H. Bartley: Both equally efficient, used upon rheumatic joints; scopola much better applied to breasts to dry the milk after weaning. Dr. Bartley subsequently reported that both ointments showed the same results when applied near the eye.

SOLID EXTRACTS USED IN PLASTERS.

Dr. W. A. Bastedo: Both of fair efficiency, the scopola slightly superior. No poisonous symptoms from either. Incidentally, the official mass was believed to be better than the rubber combination mass, and the porous plaster was believed to show no difference of action from the plain.

General Conclusions.

In conclusion, the general bearing of this series of reports is that whereas, administered internally, scopola is more depressing and toxic, yet administered externally it shows almost no tendency toward absorption to the extent of producing systemic effects, but does act locally with promptness and efficiency; in eye practice more promptly and less prolonged, and more efficiently in all the other ways experimented with, save that of the plasters, where it is slightly less efficient than the belladonna. Finally, scopola exhibits a distinct superiority over belladonna root in its greater uniformity of alkaloidal percentages.

COLD NITRIC ACID TEST FOR ALBUMEN.¹

BY F. W. E. STEDEM,

Philadelphia, Pa.

Dr. Napoleon Boston, of Philadelphia, recommended, some time ago, the use of a glass tube in applying the cold nitric acid test for albumen, usually known as Haller's test. This test consists in simply allowing a little urine to flow into a glass tube of small caliber by capillary attraction and washing off the outside of the tube with water, and then immersing the same (holding the finger on the tube to prevent the escape of the urine) into a test tube of nitric acid. Remove the thumb or finger very carefully from the tube, to permit of the gradual ingress of the nitric acid from the bottom. The greater density of acid forces the urine slowly up the tube, and the point of contact is distinctly marked in the presence of albumen by a slight, but always distinct, layer of coagulated albumen.

I have found this method very useful and very economical, because of the exceedingly small amount of acid required for the application of the test.

In connection with this method for the examination of urine, it might possibly be well to call particular attention to the necessity on the part of the examiner to determine by inquiry from the physician, before making the test, as to whether the patient had been given any of the ordinary synthetic remedies of the day, principally the aniline derivatives; for it has been found that the administration of many of these substances is speedily followed by certain conditions in the urine which makes it almost impossible to depend entirely upon the accepted tests, particularly of the tests usually applied to determine the presence or absence of sugar. Of course in the hands of a person accustomed to doing the work very little difficulty is experienced.

Agurin, a compound of sodium theobromate and sodium acetate. *Destrée (Soc. de therap., June 12, 1901; Répertoire de Pharm., July 10, 1901)* recommends *agurin* as a diuretic in preference to diuretin. This mixture occurs as a hygroscopic crystalline salt containing more theobromine than diuretin. A dose of 1.50 grammes is followed by a distinct increase in the amount of urine passed, the urea is increased, as are also the phosphates and the chlorides.

¹ Read at the St. Louis meeting of the American Pharmaceutical Association.

NOVEL WINDOW DISPLAY ADVERTISING.

BY JOSEPH F. HOSTELLEY,

Collingdale, Pa.

SHOW people something different from what they have been accustomed to seeing in an advertising way, and you are sure to make an impression. Anything unusual is certain to cause curiosity. Sponges are often displayed in the window, but seldom presented in an unconventional order or setting. Every one has looked at them exhibited in strings and in boxes, but who has ever seen sponges displayed in the druggist's window in burlap bags like potatoes? That is novelty—something different from the usual order of things that attracts attention. To display sponges in this unique and original fashion, crowd waste paper, excelsior or hay into as many bushel burlap bags as circumstances dictate until the sacks are nearly full, deposit several golden yellow sponges in each sack on top of the padding to imitate full bags of sponges. Make as extensive a showing of these sacks in the window as the material will effect, piling them to quite a height. Paste a strip of white paper across the window glass on which has been printed: "Sponges \$4.00 a sack—from 5 to 50 cents each."

A BABY CARRIAGE IN A SHOW WINDOW.

Said a hustling, resourceful druggist to a first-class furniture dealer: "Will you grant me the use of one of your finest baby carriages for window display purposes, if I put your card on the carriage and assume responsibility for any impairment of the vehicle while in my charge?" The dealer, with a gratuitous advertisement for himself in view, cheerfully acquiesced. The carriage was straightway installed in the largest show window. The body of the vehicle was made to look completely filled with an infant powder in cylindrical cartons. The hub of each wheel was entirely hidden beneath a cluster of powder puffs, secured in position with string. The white spokes were transfigured into converging rows of black nipples; the nipples were fastened to the spokes with black thread. The contrast from a side view between the black rubber and the white enamel was striking. Around the rim of each wheel long nursing tubes were made to cling. The sunshade was fringed thickly with powder puffs, and a group of small sponges of a golden hue sat upon the top. From the guiding arms of the carriage, neat little placards were hung that had been fashioned in this way: Circular disks, about three inches in diameter, were cut from colored cardboard; on each disk, directly in the center, a label was pasted designating some simple remedy, the field for which every mother has had cause to learn. There were labels for paregoric, sweet spirits of nitre, lime water, lyco-podium, castor oil, magnesia, syrup of squills, syrup of ipecac, etc. A perforation was made in each disk of cardboard close to the edge, and directly above the center of the label, through which a string was passed and tied around the arms of the vehicle. A heap of nursing bottles was made to appear under the carriage. A mimic temple of toilet soap was erected in one corner of the window. In the opposite corner several infant foods and one brand of condensed milk went to form a pyramid of no mean proportions. Powder boxes, tiny tooth brushes, combs and brushes, teething rings, etc., completed the exhibit and put a finish to the bare spaces. Across the window pane a strip of paper was pasted which bore the laconic words: "Just for the baby." With a display such as this in the window, a druggist will need to have in stock many duplicates of the articles on exhibit. It will touch a responsive cord.

A HINT TO TRAVELERS.

In the make-up of the average mortal there is a keen appreciation for anything intimately associated with the traveler or his travels. Under certain propitious circumstances, a trunk or a hand bag will give birth to emotions that greatly depress or elate. Appealing to the universal sentiment that sees interest in anything akin to the traveler or the tourist, the druggist can turn a trunk to good account as an advertising expedient for certain things the traveler always carries, or wishes he had room for—and leaves at home. Let the druggist secure the loan of a fancy, well-made trunk in the same manner that the baby carriage was procured. Rest this traveling companion in the show window, with the lid open and the trays resting on the window floor close by. Tilt the trunk forward to more fully expose the interior. In the trunk proper deposit the more bulky articles that may be suitably exhibited as needs (?) of the traveler. In the tray compartments arrange the small necessities with a few little luxuries. On the window floor lay still other traveling conveniences. In the body of the trunk such things as the following should be seen: A hot water bottle, a large bath sponge, a bag of sea salt, a quart bottle of witch hazel, a chest protector, a box of 500 cigars, a pint bottle of bay rum, a bottle of beef, iron and wine or of emulsion cod liver oil, etc. The trays might appropriately exhibit some such collection as this: A comb, a hair brush, tooth, nail, bath and shaving brushes, mug, razor, strop, shaving soap, silk sponge, hand mirror, toilet soap, manicure instruments, pair of six-inch scissors, curling iron, alcohol lamp, talcum powder, box of writing paper and envelopes, pens, ink, mucilage, whisk, hat brush, bottles of soda mint tablets, of indigestion tablets, of tincture ginger, 100 quinine pills, porous plasters, etc. In well ordered confusion about the trunk display such timely trinkets as not accounted for within the compartments of the trunk. An accompanying placard might tell of "vacation hints," or "trinkets for the traveler." This display, being such a departure from conventional lines, will never fail to please the public eye.

A CHEMICAL WINDOW DISPLAY.

is usually a capital drawing card, if the exhibit be clever both in conception and execution. To the lay mind there is something both mystic and magnetic about chemicals that cannot be resisted. The druggist will take an advertising step in the right direction if he makes frequent displays of these fruits of the laboratory—chemicals of all kinds and colors; particularly a variety of the latter; color contrasts count in round figures of interest when the eye of the public is appealed to. A chemical window that will certainly attract the eye may be arranged in this way: Procure a pile of building stone that will form a heap about four feet high; select chunks of stone irregular in shape and size. Something over half the number of stones should be painted, each stone a different color. Bright, contrasting colors should be used in the painting—green, red, blue, yellow, white. Now make these into an irregular pyramid in the center of the window space, using the stone that has been left in its natural condition as a foundation for the colored masses, which will constitute the "shell" of the pyramid. The appearance of this heap of stone in variegated and contrasting colors will be very striking. In erecting the mound, the stones should be so placed that little ledges will be left all around the face of the pile, upon which small containers for chemicals may be rested—vessels of a capacity of from 1 ounce to 1 pound.

(To be continued.)

HOW WE INCREASED OUR PRESCRIPTION BUSINESS.¹

BY WILLIAM KAEMMERER, PH.G.

Columbus, O.

(Concluded from page 318.)

This is the kind of Oil of Eucalyptus we use. Notice whose make it is.

Beechwood Creosote.—We use the best that can be had. See on the label what the manufacturer has to say.

This is granulated Gum Arabic. We use this in making emulsions. A word about Mucilage of Gum Arabic. We never had a drop of it in the house. Whenever mucilage is called for in a prescription, we always prepare it extemporaneously, using this granulated gum arabic and distilled water. I don't know of anything that will spoil so quickly as mucilage of gum arabic. Just take a look at the mucilage bottle in the different drug stores you happen to visit, and then imagine you see some of it going into a prescription you have just written for a sick baby.

Here is some imported Syrup of Lactucarium. This preparation is very popular with some physicians in Eastern cities. We also have the lozenges of lactucarium.

This is a special brand of pure Castile Soap we carry. It is a pure and neutral soap made from olive oil and soda.

Pure Benzoated Lard.—We use this in all ointments wherever lard is directed to be used.

Here is a very important ointment and one that if not carefully made will do harm instead of good. It is the Oxide of Zinc Ointment. In preparing this ointment we use what is known as Hubbuck's oxide of zinc, the only kind that ought to be used. Notice how smooth and white this ointment is. An ointment made from the commercial oxide of zinc will always be gritty. It can never be made smooth, and instead of having a soothing and healing effect, it will do just the opposite—irritate instead of heal.

The same care and quality of materials that we use in preparing our zinc ointment are also used in preparing all ointments dispensed by us.

The finish you will notice on this jar of ointment is an example of the kind of a finish we put on all ointments we dispense. It adds fifty per cent. to the appearance of an ointment, is quickly done and costs nothing.

This is about all I have to show at present. Doctor, I thank you very much for your kind attention and for allowing me to take up your time in this manner. I wish you would kindly bear us in mind when prescribing and say a good word whenever you can. Any work that you can send us will be thoroughly appreciated by us and skillfully and promptly executed.

I wish to add just a word about these various specialties on the market, such as Listerine, Borolyptol and Celerina. Nearly every physician occasionally prescribes one or another of these preparations. Whenever we receive a prescription calling for any of these various specialties you can rest assured that that is exactly what your patient is going to receive.

Now it must not be supposed that when we called on a physician that all these samples were shown and this long talk given on our first visit. Such was not the case. We made several calls, and expect to continue calling on physicians and working along this line, our prescription department furnishing us with an almost inexhaustible supply of material.

The result of our work was satisfactory in every way, affecting not only our prescription department, but trade in general; a most noticeable feature being a decided improvement in the quality of our patronage, more than justifying us in continuing our efforts in this direction.

FORMULAS USED BY THE AUTHOR.

The following are the formulas, samples of which were shown to the physicians:

Simple Elixir.—Best oil of sweet orange, 2½ fluid drachms; alcohol, 16 fluid ounces; syrup, 24 fluid ounces; water, 24 fluid ounces washed talcum, 1 ounce. Dissolve the oil of orange in the alcohol and mix with the washed talcum; then add the syrup and then the water; mix and filter. Return the first portion of the filtrate until it runs through clear. The best oil of orange must be used. To preserve oil of sweet

orange in good condition, mix it with an equal volume of alcohol as soon as a fresh bottle is opened, and keep in a cool, dark place.

Washed talcum is superior to anything we have tried as a filtering agent for elixirs. In preparing it we make use of the process of elutriation, excepting that the coarser particles are to be reserved and the finer particles allowed to escape. Where ordinary powdered talcum is used as a filtering agent it is these finer particles which retard filtration and cause trouble, sometimes neither sinking nor rising. When washed talcum is used filtration proceeds rapidly and the elixir remains clear. Gray filter paper works better with washed talcum than the white. If an elixir does not come through clear at the start, return the first portions to the filter until it comes through clear.

Red Elixir.—Simple elixir, 1 pint; solution of cochineal, a sufficient quantity (about one fluid drachm); mix and filter.

Elixir of Calisaya.—Quinine sulphate, 36 grains; cinchonine sulphate, 12 grains; quinidine sulphate, 10 grains; cinchonidine sulphate, 6 grains; simple elixir, 4 pints; caramel, q. s. to produce a pale brown color.

Triturate the mixed sulphates with a half pint of the elixir, pour the elixir into a glass flask, and heat in a water bath until solution is effected; while still hot add the remainder of the elixir and the caramel; when cold, filter. (W. S. Thompson.)

Elixir Bromide of Potassium.—Bromide of potassium, 1,280 grains; red elixir, to make 16 fluid ounces; mix and filter.

Elixir of Sodium Bromide.—Bromide of sodium, 1,280 grains; red elixir, to make 16 fluid ounces; mix and filter.

Elixir of Ammonium Bromide.—Ammonium bromide, 640 grains; red elixir, to make 16 fluid ounces; mix and filter.

Elixir of Ammonium Valerianate.—Valerianate of ammonium, 260 grains; water, 1 fluid ounce; water of ammonia, q. s.; red elixir, to make 16 fluid ounces. Mix the salt with the water and add gradually water of ammonia until a solution neutral to test paper is obtained. Mix this solution with the red elixir and filter.

Elixir of Calisaya and Iron.—Citrate of iron and ammonium, 256 grains; elixir of calisaya without the caramel, to make 16 fluid ounces; mix and filter.

Elixir Calisaya, Iron and Strychnia.—Make a solution of strychnine sulphate in alcohol so that each minim will represent 1-100 grain; take 256 minims of this solution and add enough elixir of calisaya and iron to make 16 fluid ounces; mix and filter.

Elixir of Calisaya and Pyrophosphate of Iron.—Soften 256 grains of pyrophosphate of iron in ½ fluid ounce of warm water and add 15½ fluid ounces of elixir of calisaya; mix and filter.

Elixir of Gentian.—Fluid extract of gentian, 1½ fluid ounces; simple elixir, 14½ fluid ounces; mix and filter.

Elixir of Gentian and Tincture of Chloride of Iron.—Fluid extract of gentian detannated, 1½ fluid ounces; tasteless tincture of chloride of iron,² 640 minims; simple elixir enough to make 16 fluid ounces. Add the fluid extract and the tincture to enough simple elixir to make 16 fluid ounces; mix and filter.

Elixir of Pyrophosphate of Iron, Quinine and Strychnine.—Quinine Sulphate, 60 grains; strychnine sulphate, 1 grain; citric acid, 5 grains; stronger alcohol, 8 fluid ounces; solution of oil of orange, 50 minims; syrup, 6 fluid ounces; pyrophosphate of iron, 256 grains; distilled water, 7 fluid ounces; water of ammonia, q. s. Triturate the sulphate of quinine strychnine and citric acid together until minutely divided; then add the alcohol and solution of orange. Warm the syrup slightly and add to the turbid mixture, when, upon stirring, the mixture becomes clear. To this add the pyrophosphate of iron, previously dissolved in the distilled water, and, finally, carefully, water of ammonia (drop by drop) until the mixture is perfectly neutral to test paper; filter. The solution of oil of orange is made by dissolving 1 fluid drachm of oil in 9 fluid drachms of alcohol.

On pages 537, 538 and 539, United States Dispensatory, fifteenth edition, will be found quite a list of formulas for elixirs which deserve a very much wider publicity. The formulas given were taken from this list, only a few alterations being made. There is no reason why pharmacists should not prepare all of their elixirs. As a flavoring agent for elixirs there is nothing that can equal fresh oil of sweet orange. All elixirs are greatly improved in appearance by filtering through washed talcum.

Syrup of Wild Cherry.—Fluid extract of wild cherry (Proc-

¹ Read at the St. Louis meeting of the American Pharmaceutical Association.

² Tasteless Tincture of Ferric Chloride (Drug. Circ. Dec., 1899, p. 284).—Citric acid, 2,176 grains; sodium carbonate, 4,000 grains; distilled water, 6 fluid ounces; alcohol, a sufficient quantity to make 16 fluid ounces. Dissolve the citric acid in the distilled water and neutralize with the sodium carbonate. Mix this solution with the solution of chloride of iron and add a sufficient quantity of alcohol to make 16 fluid ounces.

ter's formula), 5½ fluid ounces; simple syrup, to make 16 fluid ounces; mix them.

Syrup of Ipecac.—The U. S. P. formula leaves nothing to be desired.

Syrup of Iodide of Iron.—The U. S. P. formulas are satisfactory. To prevent change a small quantity (½ per cent.) of citric acid is added.

Syrup of Hydriodic Acid.—The most satisfactory formula is the one, by F. W. Haussman, found on page 462 of the Proceedings (A. Ph. A.) of 1899.¹ Shaking with a little purified animal charcoal and filtering adds very much to the appearance of the syrup. This syrup keeps perfectly if exposed to light, but if kept in a dark place it gradually turns dark. Subsequent exposure to light does not restore it, and shaking with purified animal charcoal and filtering, while removing very much of the color, does not entirely restore it.

A curious thing was noticed in connection with this syrup. Shaking the freshly prepared syrup with purified animal charcoal and filtering, nearly a third of the syrup was of a light gold yellow color and had settled to the bottom. Returning it to the filter did not improve matters; the same color was noticed. I thought the syrup was ruined, when the most curious of all happened. On shaking the syrup once or twice it instantly became as bright and as clear as distilled water.

100 per cent. Solution of Phosphate of Soda.—Sodium phosphate (anhydrous), 1536 grains; phosphoric acid, 85 per cent., 542 grains; water to make 8 fluid ounces. Dissolve the phosphate of soda in the mixture of acid and water; filter through absorbent cotton.

Tasteless Castor Oil.—Saccharin, 4 grains; alcohol, sufficient to dissolve; castor oil, 16 fluid ounces; oil of wintergreen, 20 minims; oil of cinnamon, 5 minims. Dissolve the saccharin in the alcohol and add to the other oils; mix.

Dispensing Oils in Ordinary Capsules.—After removing the caps place the capsules in an upright position in a holder prepared for the purpose. Drop the required quantity of oil in each capsule with a dropper, and seal the cap on each capsule. The holder is made by punching the required number of holes the proper size in a cardboard box or lid with a pointed lead pencil. For sealing use a warm solution of gelatin and apply to the inner edge of the cap with a pointed stick.

Bougies of Cacao Butter.—The mass for forming bougies is prepared by working the cacao butter in a mortar, using castor oil just as you would use syrup in preparing a pill mass. For forming the bougies we use a home-made machine, which consists of a half ounce hard rubber syringe fitted with a wooden plunger. The point of the syringe is cut off close and the hole made of the proper diameter by burning with a red hot wire nail. The mass when ready is put into the cylinder of the syringe and forced out with the plunger. The pipe, as it issues from the cylinder is allowed to roll on a smooth piece of paper and then cut into proper lengths. The points are made by holding the finger to one end of the bougie and moving the bougie horizontally across the paper backward and forward. The syringe idea was taken from Merck's Report. I cannot recall just how far back.

Gelatin Bougies.—Instead of using glass tubes for molding, we use paper tubes made by wrapping some paper around a glass rod of suitable diameter and pasting the edge. The glass rod is then withdrawn and the tube is ready for use. The tube is filled with the gelatin solution by applying suction, and when full both ends are sharply bent to prevent it from leaking out. After the tubes are filled they are placed in ice water for a half or three quarters of an hour. The paper can then be easily unwrapped from the bougie. The points are made by trimming with a pair of scissors. The tubes must be well oiled before filling with gelatin solution.

¹ **Syrup of Hydriodic Acid** (F. W. Haussmann).—Potassium iodide, 13.5 Gm.; potassium hypophosphite, 1 Gm.; tartaric acid, 12.5 Gm.; sugar, 825 Gm.; diluted alcohol, water, of each, sufficient to make 1,000 Gm. Dissolve the two potassium salts in 15 Cc. of water, and the tartaric acid in 25 Cc. of diluted alcohol; mix the two solutions, shake, and place in ice water for half an hour, occasionally shaking. Filter through a small, rapid acting white filter into a bottle graduated to 75 Cc., carefully allow the liquid to drain, and wash with small successive portions of diluted alcohol until the requisite quantity of filtrate (75 Cc.) is obtained. Dilute this with 275 Cc. of water, add the sugar, dissolve by agitation without heat, and bring the measure up to 1,000 Gm. by addition of sufficient water. The addition of the acid filtrate to the previously prepared syrup will answer equally well, and is more expeditious. To restore syrup of hydriodic acid which has become colored, the author recommends shaking with 3 to 5 per cent. of purified animal charcoal and filtration.

Saloquinine or, in the German, **salochinin**, is the name given to the quinine ester of salicylic acid, and should not be confounded with quinine salicylate. It is insoluble in water, but readily soluble in alcohol and ether. It melts at 130 degrees C. It is a specific in malarial fever.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Photographs, showing the interior of well designed prescription laboratories, are desired for this department. For a good clear print, suitable for reproduction by the half-tone process, \$1 will be paid. Photographs may be unmounted and should be addressed to Department Editor, W. A. Dawson, Hempstead, N. Y.

STARTING A STORE IN A SMALL TOWN.

A SUBSCRIBER to the AMERICAN DRUGGIST, who is a practising physician in a small interior town, writes to this department as follows:

I am thinking of opening a retail drug store in this place, a country village of 350 to 500 population, with a surrounding country thickly populated with well-to-do farmers. The village is a rural community, no manufacturing, has three churches, two schools, one of them a high school, three general stores, meat market, hotel and a hardware store. All the inhabitants of the village own their own homes.

The nearest drug stores are west six miles, south eight miles, east seventeen miles and north eight miles. The general stores here sell patent and proprietary preparations and one of them has quite a stock of drugs and chemicals. According to the law they have no right to sell them, but they do so.

Do you think a small retail drug store would pay me in a place like this?

Other conditions that I may mention are that the people here are a well-to-do class and there would be few, if any, bad bills. The people do not like to buy their medicines at the general stores. The town is "no license" and wines and liquors cannot be sold.

I would employ a licensed druggist to take charge of the store, but would watch and supervise it closely and do my own buying. I can sell the county house a hundred dollars' worth of drugs a year.

The general stores would probably not give up the sale of drugs. I would do considerable local advertising, would put in a soda fountain, which I am sure would pay here; would sell cigars, tobacco, stationery and candy, none of which can be found here of a good quality at reasonable prices. Can you suggest any other side lines? Wall paper would not pay, as every paper hanger here is agent for some firm.

There are four physicians here including myself. Two of them are virtually out of practice. I am doing a good business.

I can rent a good store in a good location for \$80 a year. Can I figure on hiring a clerk for \$8 or \$10 per week? If I can the business can be conducted at an expense of only \$2 per day. Can I average a profit of one-third on a strictly retail business, leaving out paints and oils?

THE INVESTMENT WOULD PAY.

In answer to this correspondent's main inquiry, whether it would or would not pay to open a drug store in the place mentioned, we are of the opinion that a rightly conducted establishment would afford a moderate profit on the investment. The field seems a promising one for a small store, since it is a well-to-do community and considerable trade would be drawn from the surrounding

country. One factor of importance, not stated by our correspondent, is the distances to the nearest large towns and the business conditions of those towns, the character and size of the stores there and the prices prevailing. Without a knowledge of these facts it is impossible to say whether a store might expect to have the entire trade of the village and the surrounding country. If large towns are nearby where cut prices prevail doubtless some of the village trade goes there and would continue to go there to a considerable extent.

AS TO THE SALARIES OF CLERKS.

Replying to the inquiry as to whether a licensed druggist could be hired to take charge of the store for eight or ten dollars a week, we must answer in the negative. Our correspondent is, of course, ignorant of the rate of pay of drug clerks or he would not have placed so low a figure on this item of salary expense. A clerk holding a certificate as Licensed Druggist could not be hired for less than twelve dollars a week, and a Licensed Pharmacist would probably not accept less than fifteen dollars a week in this State, and, even at these figures one could not obtain men of much experience or more than average ability.

It is always a matter of difficulty to induce a clerk who is above the average in intelligence and ability to accept a position in a small town, for if he is ambitious he will prefer to take a position in a large city even at a smaller wage, because there is more opportunity for advancement.

Twelve dollars a week would be a very low figure upon which to calculate getting a man who would run the business economically and honestly, while fifteen dollars might represent the maximum figure that a business of this size could possibly stand.

THE COST OF FITTING AND STOCKING A SMALL STORE.

The cost of fitting up a store suitable for a town of the size named would be about five hundred dollars, including a small soda fountain, and it would require a thousand dollars' worth of goods to stock it. Figuring on a clerk at twelve dollars a week, the proposition would figure out somewhat as follows:

Cost of fitting up.....	\$ 500.00
Stock	1,000.00
Investment in the business.....	\$1,500.00
Expenses.	
Clerk hire	\$624.00
Rent	60.00
Heat and light.....	50.00
Sundry expenses	100.00
Total expense	\$834.00

This represents an average daily expense of \$2.30, counting 365 days to the year, or, omitting Sundays, a daily average of \$2.67. With a clerk at fifteen dollars a week the figures would be \$2.72 and \$3.20.

THE PROFIT ON THE INVESTMENT.

In a town of less than 500 inhabitants, where there is no opposition either in the village or large towns near by, the gross profits on the year's sales ought to average 50 per cent., taking the stock right through. This would mean that a business of \$1,700.00 a year must be done to clear expenses. At the lowest estimate the gross profit would be a third of the sales and to clear expenses a business of \$2,500.00 a year must be done, which means that an average daily business, including Sundays, of \$7.00

must be done to clear expenses. If a business of ten dollars a day is done it means that the business will produce a profit of \$365.00 per year after paying all expenses. Twelve dollars a day would indicate a clear profit of \$600.00 yearly, or fifteen dollars average daily sales, a profit of nearly \$1,000.00 per annum. It is doubtful, however, if a drug store in a town of this size would do more than ten dollars a day during the first year.

WOULD PAY A PHARMACIST BEST.

The proposition looks as though it would pay a man who was a pharmacist better than it would pay a physician; the pharmacist could make wages at it, as he would need no help except perhaps a boy or porter, while the physician would be obliged to hire a pharmacist to run the business. Of course, the physician, having an established practice, is making a living from that, and this renders him in a degree independent of the profits from the store, but being a physician cuts him off from some trade that a pharmacist would get, for no other physician in the place will write prescriptions to be put up in his store.

SIDE LINES IT WOULD PAY TO CARRY.

Aside from the side lines mentioned in our correspondent's letter, there is little else that it would pay to carry in so small a place. A small book stock might prove profitable and might be included in the stationery stock. Papers and periodicals are often carried by drug stores in small towns, but it is probable that there is a news-dealer already established in the place. A small stock of jewelry might pay, the cheaper grades being stocked and arrangements made with a wholesale jeweler to send an assortment of goods on memorandum where one has a prospective customer for a good watch, ring, or other important piece of jewelry. Pocket knives, pocketbooks and similar lines of small wares could be included in the fancy goods stock, but all these items increase the amount of money invested in the business, so that if the sales in these items were few and far between it would not pay to stock them.

One thing to be considered is that the establishment of a new store usually brings out more business than was thought existed in the locality where the store is started. This is but another instance of "latent trade," where people do without things because the means for gratifying their whims and wants are not at hand. Often the amount of trade that comes to the surface on the establishment of a store in a town is so large as to be surprising to those who do not take into consideration the latent trade of a place. Some years ago I went to a small town to look over the ground with a view of opening a drug store; the field looked promising and I was about to close a deal with a real estate owner for putting up a suitable building when I was called in another direction. This town had then no drug store worthy the name; now it has three fine stores all doing a good business, while the increase in population has been but twenty per cent. over what it then was.

Regarding the sale of drugs by the general stores of our correspondent's village, the New York State law gives to merchants in unincorporated villages the privilege of selling any non-poisonous domestic remedies, as well as the limited list of drugs named in the law, and any merchant anywhere in the State can sell proprietary medicines.

The first chemical factory opened in this country was in Salem, in 1811. At first great objection was made to the establishment of the factory, the persons living near claiming that the fumes of the chemicals poisoned the air and made life intolerable.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Farmatsevtichesky Journal, September.

Investigations on Russian Lanolin. (Continued.)

By Klimentyi Lomidze.—Ekenberg and Monten separated wool fat by fractional centrifuging into portions having different melting points. In this way they obtained a fat melting at from 25 to 29 degrees, which they called cholain; another fat melting at from 37 to 38 degrees, which they called cholepalin, and finally a white waxy mass melting at from 49 to 55 degrees C. The most recent investigations on lanolin were those published in 1898 by Darmstaedter and Lifschütz. In a series of investigations on the soft part of wool fat they found a number of compounds resembling both cholesterol and isocholesterol, the exact nature of which they are still studying. They found that they had taken lanoceric and carnaubaic acids for cerotinic acid, for they resemble the latter very closely, and at the same time they began to doubt the existence of cerotinic acid in lanolin.

In Russia the manufacture of lanolin at present is in the embryonic stage. There are over 70 wool cleaning establishments in Russia, situated for the most part in the South. The crude wool fat obtained from these factories is employed almost exclusively for the manufacture of potash, oils for burning, paraffin, or lubricating oil; and some wool cleaners do not make any use of their waste water, but simply throw it away or sell it for a song. A few of them make attempts at purifying wool fat for the manufacture of soap and pomades. One firm in Moscow ten years ago attempted to furnish purified lanolin, but could not compete with the foreign manufacturers, and was obliged to give up business. At present the only manufacturer of lanolin in Russia is V. K. Ferrein, of Moscow. This firm make an anhydrous lanolin, and one containing 25 per cent. of water. [To be continued.] (Sept. 4, 1901; Sept. 18, 1901.)

Pharmaceutische Post, September.

On Tannin in Coffee. By Dr. Carl Rundquist.—Our knowledge of the tannic acid contained in the coffee bean is due principally to Hlaziwetz. This author stated that on boiling for a long time with potassium hydrate solution this acid decomposes into coffeic acid and a form of sugar that occurs as a yellowish, amorphous syrupy substance. The present author examined the tannic acid of coffee in order to satisfy himself as to the origin of the sugar obtained by means of the above mentioned reaction. He looked first for the presence of sugar in the coffee bean, and found that Domingo coffee contains 5.928 per cent. of cane sugar, while Guatemala coffee contains 6.292 per cent. of this substance. On the other hand, upon isolating the tannic acid of coffee he found that it is not a glucosidal compound, as had been supposed, and that it contains no saccharine substance. (August 11.)

Liquorice Culture in Austro-Hungary. By A. Gawalowski.—The liquorice cultivated in Austro-Hungary is derived from that grown in Bamberg, Germany, the species being *G. glabra*, while the cultures in Russia belong to the species *G. Echinata*, and the Chinese mother-plant, *G. glabra var. glandulifera*. The species growing in Sicily is considered the best descendant of the species *G. glabra communis*. Although the Sicilian product is that most in demand at present, German and Austro-Hungarian liquorice are beginning to enjoy considerable popularity. The liquorice grown in Maehren was originally manufactured into liquorice extract in

Auspitz and Poppitz, but at present the Austrian manufacturers are obliged to import some roots from Italy and from Russia, and so some of their extract is of foreign origin. As liquorice thrives upon any soil which supports grapes, tobacco or peach trees, there are many places in Austria and Hungary where this plant finds favorable conditions. Slopes with sunny exposure and clearings in forests are particularly suited for the cultivation of liquorice, but new plantations must be protected from the influence of the weather by the planting of quickly-growing shrubbery. The cultivation is begun by planting roots, which, if possible, should be selected from plants that have already grown in the same climate. (Sept. 1, 1901.)

Hair Dyes. By Dr. Max Schneider.—The hair dyes on the market are either vegetable in character or contain lead, bismuth, silver, manganese, copper, iron or mercury. Many hair dyes are injurious, either to the scalp alone or to the general system. The dyes containing lead are especially injurious, and unfortunately a great many dyes of this kind are on the market, in spite of the effort of the sanitary authorities. Dyes made with bismuth salts are harmless, but not many are sold, because they are more difficult to prepare than the others, and do not give such deep colors. The coloring is improved by the addition of sodium sulphite. Naquet's hair dye contains one hundred parts of metallic bismuth dissolved in nitric acid; seventy-five parts of tartaric acid are added, and the dye precipitated by the addition of a large amount of water. The whole is then washed, the precipitate collected with ammonia water; seventy-five parts of sodium sub-sulphate and 2½ per cent. of glycerin are added to the mixture.

The silver salts are used in a number of hair dyes. They are prompt in taking effect, the color is lasting, and they are harmless. When bright light strikes hair that has been dyed with silver salts a marked reflection is noticed, and therefore silver hair dyes usually contain a considerable percentage of copper sulphate. Some of these dyes for the same reason consist of two solutions. The hair dyes containing manganese are not very trustworthy, and give a rather reddish tint. They are sometimes used to give the chestnut brown effect. Solutions of copper are not used, as a rule, for dyeing living hair. For dyeing dead hair two solutions are commonly employed, of which one contains 200 parts of water, 10 parts of copper sulphate, 10 parts of ammonia and 1 part each of copper acetate and pyrogallol. The second solution contains 7½ per cent. of potassium ferrocyanide. Hair dyes containing iron are harmless and give good tints from brown to black. A good hair dye of this kind is composed as follows:

Pyrogallol	0.5
Spiritus vini Gallici.....	30.0
Bals. Peru.....	1.0
Liquor. ferri acet.....	gtt. iv to x

Hair dyes with hydrogen dioxide are used for bleaching hair. Such are the "Aureoline; Golden Hair Wash," etc. "Aureoline" contains 2,000 parts of hydrogen dioxide, 3.5 parts of sulphuric acid and 7 parts of hydrochloric acid. These ingredients are mixed, the mixture being allowed to stand in the dark and filled into small bottles.

The vegetable hair dyes which are used to any extent are first so-called "India Ink;" the Persian dye con-

sisting of the orange colored substance of "henna," which is combined with indigo, and the dye obtained from green walnut shells. The Persian method of dyeing has been used for some years, but is rather a difficult one, as the dye spoils very easily when it becomes moist, and must therefore be kept dry. A light tint is obtained by mixing 80 parts of "reng" and 40 parts of "henna," while dark tints result from the use of 90 parts of "reng" and 30 parts of "henna." The mixed powders are made into a paste with one-half liter of water and the paste is applied to the hair after it has been carefully freed from oil. The dye is allowed to remain for two hours when a brown color is desired, and from four to six hours when the hair is to be dyed black. The hair is then washed in water until the washings are perfectly colorless. "India Ink" dissolved in rose water with the aid of heat is used in England as a hair dye under the name of "Kohol." The Turkish hair dye is prepared by heating a dough-like mixture of Turkish galls and oil in a pan until vapors of oil no longer escape. The dry residue is rubbed in a mortar and water is added to the consistency of a paste. A metallic powder, containing chiefly iron and copper salts, and called in Turkey "rastikipetra" or "rastik yuzi," is added to this mass. Amber or some other perfume is then added.

The juice of the fresh walnut shell has the property of dying at first yellow, then brown and finally black. The hair oil and extracts made with walnut shells are not very good as hair dyes, however, for, like the solution of India ink, they wash out very easily. The best formula is as follows:

Green walnut shells.....	450
Powdered alum.....	30
Rose water.....	120

Mix these ingredients in a mortar, press and dilute with 30 parts of 90 per cent. alcohol. (Sept. 29, 1901.)

Pharmaceutische Zeitung, September.

A New Crystalline Constituent of Oil of Bergamot. By Dr. H. von Soden and Dr. Rojahn.—Bergapten is a crystalline compound found in oil of bergamot, which is deposited from the oil on standing for a long time, or which may be obtained from the green, thick residue of bergamot oil distillation.

The authors have obtained a second substance from this residue, which they called "bergaptin." This occurs in considerable quantities in oil of bergamot, and can be obtained by crystallizing from petroleum ether in the form of whitish plates, or from ether by slow evaporation in yellowish plates, which are tasteless and odorless and easily soluble in ether, alcohol, etc.

Bergaptin is, evidently, an aromatic substance which closely resembles bergapten in constitution. Further data concerning this compound will be published in a later article. (Sept. 28, 1901.)

Pharmaceutische Centralhalle, September.

Is a Reaction Indicating the Presence of Oil of Sesame a Proof of Adulteration in Butter? By Herr Utz.—The author reviews an article published recently in a German technical paper by P. Soltsien. The writer of this article was called as an expert in the case of a butter dealer, whose butter had repeatedly shown a small amount of oil of sesame. As oil of sesame must be added to oleomargarine, according to law, in order to distinguish it from natural butter, it was taken for granted that this dealer's butter had been adulterated with margarine. The case came up several times before the courts, but no decision was given, as the opinions of the experts were quite contradictory. Some experts at the

trial stated that the addition of oil of sesame to margarine, as prescribed by law, does not offer sufficient protection against falsification of butter, because the characteristic or distinctive constituents of oil of sesame, which they styled for the sake of brevity "sesamin," can get into natural butter simply by feeding the cow with sesame press cakes. Soltsien, on the other hand, showed that such contamination of butter with sesame has never been really shown to take place. He also called attention to the deficiencies of the reaction for sesame oil (that of Baudouin) and to the advantages of his own reaction with zinc chloride. The present author advises the official adoption of Soltsien's reaction for testing margarine. He recommends prompt action in this matter, as the adulteration of butter, according to recent report, is conducted on an enormous scale at many places—*e. g.*, in Holland. (Sept. 5, 1901.)

Apotheker Zeitung, September.

On Citropten. By Ernst Schmidt.—The stearopten of oil of lemon was first described by Brissonnot in 1829 as a colorless, transparent crystalline body. The author obtained citropten from the residue of distillation of oil of lemon. This residue was first macerated in three or four times its volume of ether, which separated it into two parts. The insoluble one, containing the citropten, was precipitated to the bottom of the vessel as a heavy, granular and crystalline mass. The supernatant brownish liquid and slimy material was removed, and the remainder recrystallized from a mixture of acetone and methyl alcohol, and finally purified by a second recrystallization from diluted alcohol with a little charcoal.

The citropten thus obtained occurred in long crystalline needles, or in the form of crystalline columns, sparingly soluble in hot water, more easily in alcohol, etc. An elementary analysis of the product gave results which justified the conclusion that the formula for citropten given by Crismer, $C_1OH_{10}O_4$, is not the correct one, but that the formula given by Tilden and Limettin—namely, $C_{11}H_{10}O_4$ —is right. Citropten bears the characteristic of an acid anhydride. It seems to belong to the group of dioxycumarines, as an isomer of dimethylæsculetin and dimethyl daphnetin, derived from phloroglucin. In addition to citropten the residues from lemon oil distillation contain other compounds which the author will describe in a later article. (Sept. 4, 1901.)

On Dicylra Spectabilis. By J. Gadamer. The author found that the root of *Dicylra spectabilis*, Fumariaceæ contains a large amount of protopine, an alkaloid found in other species of Fumariaceæ and Papaveraceæ, including opium. The alkaloid may be easily isolated from this root. The dried and powdered root is first extracted with hot acetic acid alcohol, the alcohol is distilled off, the residue of the extract dissolved in warm water and the resinous constituents filtered off. The watery solution is now rendered alkaline by the addition of ammonia water and immediately extracted with ether, a light brown alkaloidal solution being thus obtained, which, on distillation of the solvent, gives the almost pure alkaloid as a crystalline powder. The latter is now further purified by converting to a hydrochloride and recrystallizing. (Sept. 4, 1901.)

Concerning Aloes. By A. Tschirsch.—See AMERICAN DRUGGIST for July 8, 1901, page 12.

Pharmaceutical Journal, November.

Study During Apprenticeship. By F. A. Upsher Smith.—This paper consists of a series of hints and suggestions for youths who propose to take a course at the Pharmaceutical Society's School of Pharmacy, prepara-

tory to taking the minor examination, and is chiefly interesting to British students.

Drugs in Relation to Dentistry. By H. W. Howorth.—In this paper, which was read before the Students' Society of the National Dental Hospital and College, London, the author describes the various drugs and compounds used in dental operations.—(Sept. 21st.)

Artificial Crystallization of Ferrous Phosphate and Arseniate. By R. C. Cowley and J. P. Catford.—The authors have studied the conditions necessary for obtaining a definite crystallized salt of ferrous phosphate, and record the results of their experiments in a paper full of chemical details and equations, giving *inter alia* figures concerning the composition of different carbonates, but the paper does not lend itself well to abstracting. (Nov. 9.)

The Decline in the Art of Prescribing. By Arthur P. Luff, M.D.—This is an abstract of an address delivered before the St. Mary's Hospital Medical Society, in which the author postulates a decadence in the art of prescribing, and advances reasons for the condition. The subject is, of course, one having most interest for the physician or surgeon, but Dr. Luff touches upon an aspect of it which concerns pharmacists. He directs attention to the practice of writing for tablets and proprietary articles, which is so common nowadays among physicians, and while not specifically advancing this as a reason for the condition complained of, he directs attention to the harmfulness of the practice in other directions. The ready facility with which powerful drugs prepared in compressed and other forms are obtainable by the public constitutes a very great danger, and is responsible to a great extent for the increasing practice of self-drugging. He counsels physicians to prescribe drugs not by their commercial or trivial names, but by their scientific terms, and closes his paper with an eloquent appeal to physicians never to become the instruments by which their patients might be tempted to drift into the habit of self-treatment by compressed and other easily administered drugs—a habit which was tending to displace the true therapeutic art, and which was tending to divert into the hands of purely commercial men that function which should remain the prerogative and the glory of the medical man. (Nov. 9.)

The Pharmacist in Literature. By John G. Sclater.—The part which pharmacists and drugs play in literature is interestingly alluded to in this interesting presidential address of the president of the Edinburgh Chemists', Assistants', and Apprentices' Association, which we hope to be able to reproduce in full in an early number. (Nov. 9.)

Further Notes on Ka-lah-met Wood. By E. N. Holmes, F.L.S.—The author has found that the specimen of Ka-lah-met wood exhibited at a meeting of the British Pharmaceutical Society in April last is not identical with the true wood of *Cordia fragrantissima*, and particulars of the points of difference are given. (Nov. 16.)

The Structure of Capsicum Minimum. By T. Edward Wallis, B.Sc.—The author has studied the microscopic characters of the fruits of *Capsicum minimum*, known on the markets as "chillies," and points out the existence of specific characters which distinguish the powder of this species of capsicum from that of similar fruits, the article being illustrated with drawings showing the microscopical structure of the pericarp, seeds, calyx and stalk. (Nov. 16.)

The Ash of Capsicum Fruits. By Walter H. Lenton.—In this paper determinations of the percentage of ash of samples of *Capsicum minimum* and *Capsicum annum*

are recorded, and the results do not show any very wide variation; nor do they point, in the author's opinion, to any reason why the Pharmacopœia limit of ash should be altered. (Nov. 16.)

Pharmaceutical Era, November.

A Manicure Department as an Advertising Departure. By Joseph Hostelley.—A novelty in devices for attracting trade is here suggested. Druggists have for many years made a specialty of the sale of manicure implements during the holiday season, but Mr. Hostelley goes further and proposes the establishment of a manicure parlor in the drug store. A manicurist is inclosed within a folding screen near one of the large windows, a figured curtain of white Swiss stretched across the back of the window concealing the operator from passers by. A small, neat placard in a plain black frame hung on the screen introduces the manicure operator to the customers of the store: "Manicuring, 25 cents. Miss Edythe Blank." The manicure attends at the store three days of the week and is paid a small sum for her services. In addition to the general advertising value of the innovation, it serves to create a demand for various toilet specialties and equipments for the care of the hands.—(Nov. 21.)

Business Pharmacy.—Under this heading are printed contributions from Frank B. Styles, on Special Sales, and Oscar H. Wilson on Business Hints for the Pharmacist. Bargain Sales would, in our opinion, be a better designation for the subject of the first article, for the sales are designed, as the author tells us, "to work off 'shop worn goods,' to get rid of remnants, to reduce stock at inventory times," and to bring purchasers to the store for other merchandise. He recommends a window display of the specials for a few days previous to the sale. An exhibition is made on the special sale counter on the day of sale. Displays of patent medicines or remedies are not recommended. Toilet articles of all descriptions can be used at any time. It is recommended to take one article, make a specially low price on it for a week, and when the week is past, put the price up to its regular schedule.—(Nov. 21.)

Dispensing Notes. By Henry P. Hynson.—See AMERICAN DRUGGIST for September 23, 1901, page 184.—(Nov. 21.)

Two New Methods for the Quantitative Estimation of Berberine. By H. M. Gordon.—A paper read before the American Pharmaceutical Association, and abstracted in the AMERICAN DRUGGIST for October 14, 1901, page 203.—Nov. 21.)

A Profitable "Side Line" for the Retail Druggist. By Frederick T. Gordon.—The author has been greatly impressed by the value to the retail druggist of Chairman Hynson's suggestion to the Section on Practical Pharmacy and Dispensing of the A. Ph. A. regarding the suitability and profit of a side line of supplies of test solutions, stains and reagents for microscopical work, physiological solutions, etc., for sale to physicians. He has made a number of inquiries as to the feasibility of the adoption of this side line by retail druggists and reports his conclusions. As a side line the carrying of such preparations will pay, if the work is taken up earnestly and the requisite time and attention given to it. The amount of money to be invested in such a side line depends entirely upon the amount of stock carried. At the beginning probably 500 Gm. of the alkalies and acids, from 25 to 100 Gm. of the reagents, and about 10 Gm. of about six aniline colors used for stains will be sufficient. Other articles used by microscopists are Canada Balsam in 25 and 50 Gm. collapsible tubes, asphalt or Brunswick black

varnish in 10 Gm. bottles, gelatin in viscid solution, preserved by oil of cloves and in collapsible tubes, Damar or copal varnish syrupy solution in xylol, or benzol, etc., etc. Mr. Gordon gives a long list of the material required for bacteriological work and the solutions used by bacteriologists, histologists, etc., and mentions several formulas of preparations in most common demand.—(Nov. 28.)

American Journal of Pharmacy, November.

Adrenalin, the Active Principle of the Suprarenal Glands and Its Mode of Preparation. By Dr. Jokichi Takamine.—Little is known of the chemical nature of the active principle beyond the observation of Vulpian that ferric chloride and iodine impart characteristic hues to the glandular juice. Epinephrin, which was isolated by Dr. Abel, of Johns Hopkins University, and claimed to be the active principle, is really not the active principle, a fact proven by the disappearance of all physiological activity from the highly refined epinephrin. In the March number of the *Johns Hopkins Hospital Bulletin*, Abel published a further observation confirming von Furth's statement that the native active principle of the gland is not at all precipitable by ammonia, and that consequently epinephrin is a modified substance of the active principle. There still remained open the question whether von Furth's suprarenin is the pure active ingredient, or a mixture thereof with more or less inert matters. The author announces that he has succeeded in isolating the base itself in a pure, stable, crystalline form. He specifically disclaims any desire to usurp the credit due to the pioneer investigators, but since neither of them have obtained the active principle in a pure form he has given a distinct name to the substances isolated by him, which he terms "adrenalin." This is prepared in the following manner:

Suprarenal capsules finely disintegrated by suitable means are steeped in water or acidulated water for a period of about five hours at a temperature varying from 50 to 80 degrees centigrade, with frequent agitation and with the addition of water as it evaporates. The temperature of the mass is now raised from 90 to 95 degrees centigrade for the period of one hour so as to coagulate as much albumenoid as possible. As the active principle of the glands is prone to absorb the oxygen from the air, to form inactive substance, it is necessary to avoid exposure of the liquid to the air as much as possible. A layer of fat floating on the surface of the mass acts very conveniently for this purpose and at the same time it has an effect of retarding evaporation of water as well. Other methods of preventing oxidation may be employed at this stage, such as conducting the steeping process in an atmosphere of carbonic acid gas. The mass is now pressed and separated from the liquid portion which contains the active principle. The mass is again steeped for hours in warm water slightly acidulated with acetic or hydrochloric acid, in order to extract the residual amount of active principle. The liquid separated from the mass is now added to the first extract and allowed to separate from the oil. The clear extract is now evaporated in a vacuum pan to a suitable strength. To this concentrated solution about two or three times its own volume of strong ethyl alcohol is added, or more economically wood spirit, which will precipitate both inert organic and inorganic substances. The inert substances thus separated are washed with alcohol so as to free them from the active principle. The alcohol solution is now evaporated preferably in vacuum still, whereby the alcohol used is duly recovered. To the residual liquid, ammonia is now added until the solution gets distinctly alkaline and left over for several hours. A yellow brownish precipitate will be formed which is the crude adrenalin in a basic form. The precipitate is now filtered, washed with water and dried. The impure adrenalin usually precipitates in a light yellow brownish tomato-shaped form, but not infrequently in needles. The former is an agglomeration of needle crystals and is more or less contaminated with coloring matters and some inorganic substance, chiefly phosphates.

Instead of ammonia, sodium hydrate may be used as a precipitant, but care must be exercised to avoid an

excess. The crude adrenalin is dissolved in acid and a sufficient quantity of alcohol and ether is added, the brown precipitate separated, the filtrate treated by one of the above mentioned processes when a white crystalline precipitate of adrenalin is obtained. This is quickly filtered, washed with water, then with alcohol and dried. If desired this process may be repeated several times.

Its properties and characteristics are thus described:

Adrenalin is a light, white micro-crystalline substance, having, so far, observed to separate in five different forms of crystals according to the condition of solutions from which they be crystallized: (1) Prisms; (2) Fine needles; (3) Rhombic plates; (4) Boat or leaf-shaped; (5) Wart-like.

Adrenalin has a slightly bitter taste, and leaves a numb feeling on the tongue where it has been applied. In dry form it is perfectly stable. Adrenalin shows weak alkaline reaction on moistened litmus paper. Phenolphthalein also indicates slight alkalinity. It is soluble with difficulty in cold water and more readily in hot water. From the saturated aqueous solution the crystals separate on cooling. The colorless aqueous solution of adrenalin is prone to oxidation, absorbing oxygen from air and assuming colors from beautiful pink to red and eventually brown. It is easily soluble in acids, and alkali hydroxides, forming salts. Ammonia and alkali carbonate do not dissolve adrenalin. Adrenalin solution made alkaline with alkali hydroxides and carbonates as well as alkaline earth hydroxides, readily absorbs oxygen from air, its rapidity being exactly proportionate to the strength of alkalinity.

A number of the characteristic reactions are given by the author.

Ultimate analysis of adrenalin yields figures indicating a probable empirical formula of $C_{10}H_{15}NO_3$. T. B. Aldrich has isolated a crystalline active principle from the suprarenal gland by the use of basic acetate of lead as a precipitant and later by ammonia. On analysis this proved to be identical with adrenalin. Following are the formulas of the active principles according to results obtained by the several authors:

Furth.	Abel.	Aldrich.	Takamine.
$C_9H_9NO_3$	$C_{11}H_{17}NO_3$	$C_9H_9NO_3$	$C_{10}H_{15}NO_3$, or $C_9H_9NO_3$

The author gives the details of the chemical reactions of the drug, and states that he is still engaged in a study of it, with a view to determining its composition and thus being able to discover some method of manipulating it without fear of deterioration, since the pure substance deteriorates very rapidly when exposed to the air.

The physiological activity of adrenalin is remarkably strong, a fraction of a drop of an aqueous solution of adrenalin or its salts in the strength of one to fifty thousand blanches the normal conjunctiva within one minute. It is the strongest hemostatic agent known. Intravenous injections of adrenalin produce powerful tonic action on the muscular system in general, but especially upon the muscular walls of the blood vessels and of the heart, causing an enormous increase of blood pressure. The therapeutic applications of adrenalin are numerous and increasing in number. It is used in all forms of inflammation as an antidote in morphine and opium poisoning, in circulatory failure, in the prevention of collapse in anaesthesia, in carrying out bloodless operations in the nose, eye, ear and throat, in nasal and other forms of hemorrhage and in various other forms of heart disease. In the arts it is available as a photographic developer and as a reducing agent in chemical analysis, dyeing, etc.

The Pharmacologic Assay of Preparations of the Suprarenal Glands. By E. M. Houghton, M.D.—This paper gives in succinct form the method utilized in a series of experiments showing the effect upon blood pressure of injections of preparations of the suprarenal glands. The paper was presented together with charts at the St. Louis meeting of the American Pharmaceutical Association. The results shown indicate a remarkable

degree of accuracy in determining by means of comparative charts the strength of solutions of adrenalin, the strength of which was known, but was concealed from the operator conducting the essay.

Digestive Ferments in Surgical Practice. By M. I. Wilbert.—The author gives a formula for a pepsin solution to be used for removing septic material by digestion from chronic ulcers, abscesses, etc. The formula is given under the name of "physol," an abbreviation, or as Alice would call it, "portmanteau word," derived from physiological solvents. The formula follows:

	Grammes.
Pepsin (U. S. P.).....	50.
Menthol	0.5
Eucalyptol	0.5
Oil of wintergreen.....	0.5
Alcohol	10.
Glycerin	50.
Diluted hydrochloric acid.....	20.
Talcum	50.
Distilled water to make.....	1,000.

Dissolve the pepsin in 800 Cc. of distilled water, add the diluted acid and the glycerin, then dissolve the menthol, eucalyptol and oil of wintergreen in the alcohol and add this solution to the pepsin mixture. Add sufficient water to make the volume of the solution 1,000 Cc., add the talcum and shake thoroughly, then filter through paper, returning the first portions until the filtrate runs perfectly clear.

Laboratory Notes. By Robert C. Pursel and Willard R. Graham.—The authors have found nearly all of the samples of jaborandi leaves examined during the year to have an alkaloidal content indicated by 0.5 per cent. acid titration, a standard which is generally accepted by manufacturers. The average yield of hydrastine found in *hydrastis Canadensis* was 3.47 per cent., five samples varying between 2.76 and 4.16 per cent. Nineteen samples of *Carthagenia ipecac* examined showed a percentage of total alkaloids varying from 1.92 to 2.36 in the fresh drug, or 2.19 to 2.14 per cent. in the drug calculated as moisture free. This is equal, if not superior, to the average yield of the Rio root. *Belladonna* leaves have frequently been reported as being above the usual standard (i. e., 0.35 total alkaloidal by acid titration), but several samples of fine appearance recently examined were very deficient in alkaloidal content. A sample of cheap tannin proved upon examination to be powdered nutgalls. A number of samples of yellow wax examined during the year were found to be adulterated with paraffin, tallow, or stearic acid, in some cases all three.

Pharmaceutical Review, November.

Comparative Studies of Scopola and Belladonna. By H. H. Rusby.—See page 346.

Guaia-perol. By F. G. Ehler.—The author has prepared a very complete bibliography of piperidin guaiacolate, or guaia-perol. It occurs in small prismatic flaky crystals, soluble in most of the organic solvents and in water to the extent of 3.5 per cent. It melts at 79.8 C., and is unstable in air. It has been recommended in the treatment of phthisis, in doses beginning at 0.3 Gm., gradually increased to 1.8 Gm. a day.

To What Extent Can Manufacturers of Proprietary Articles by Agreements Among Themselves and Contracts With Their Venders Control Price Cutting by Retailers? By J. H. Beal, Scio, Ohio.—This is the conclusion of a paper which was read before the St. Louis meeting of the American Pharmaceutical Association, and the first installment of which appeared in the *Review* for September. After a consideration of various National and State laws bearing upon the question of trusts, etc., the author arrives at the conclusion that manufac-

turers and jobbers may lawfully associate themselves together and by contract establish a price upon proprietary or patented articles supplied by them. Such contracts are not void as in restraint of trade, nor does a refusal to furnish goods lay the dealer open to charges of conspiracy. The manufacturer of proprietary medicines may bind his vendee by contract to sell such medicines at the stipulated price, and to exact a similar condition from all to whom he may resell. The enclosure of a plainly printed contract with the goods, stating the conditions upon which the same are sold, and a similar notice sent with the invoice, constitutes a sufficient notice to the purchaser of the conditions upon which he can acquire ownership of the goods, and the resale of the goods is an evidence of his acquiescence in and acceptance of the conditions of the contract. The so-called Worcester plan seems to be valid and enforceable in all its essential features. These conclusions are based upon the operations of common law, and are necessarily subject to such modifications as may be imposed by statute in the several States. There are now twenty-six States in which anti-trust statutes are in force, and these laws in some instances materially modify the common law.

Western Druggist, September.

Some Elements of Success.—The author, who is anonymous, narrates the life history of three successful men in different lines of life, and from their history gathers that they preached and practiced the gospel of work. Their hands were outstretched to seize eagerly every opportunity that came to them, and they made the best of each opportunity as it presented itself. These examples he commends to the drug clerk, urging him to increase constantly his store of knowledge, making himself first complete master of his profession, then adding to his store of knowledge in every direction whenever possible.

Advertising, Sampling and Selling Perfumes. By E. P. Ferte.—The author fills No. 1, or No. 0, gelatin capsules with perfume to about seven-eighths of their capacity, then applies a small quantity of a 20 per cent. of warm aqueous solution of gelatin to the edge of the capsule, and puts on the cover, thus sealing it. One of these capsules is then glued to a small decorated card bearing any desired advertising matter, and the following directions:

Remove the capsule from the card, place in the handkerchief, fold once or twice, and squeeze, so as to break the capsule and liberate the perfume. Shake the broken particles from the handkerchief.

The author advises the druggist to always keep a fair assortment, and to select some first-class bulk perfumes, and bottle these, giving each perfume some fancy name, and thus securing practically a private brand. Sometimes it might be advisable to color the perfume, or to blend it slightly to prevent its identification if the same perfume is handled by competing houses, but any attempt at blending should be carried on very carefully.

How to Succeed in the Drug Business. By W. Ullemeyer.—The reader is advised to go in for side lines, particularly for a soda fountain and photographic goods. The druggist is also advised to read the drug journals.

All the leading articles in the October number of the *Western Druggist* were presented at the St. Louis meeting of the American Pharmaceutical Association, and have either been presented in full or in abstract in the *AMERICAN DRUGGIST*. The titles of the articles are: Random Dispensing Notes, by Henry P. Hynson; Increasing Business, by F. W. E. Stedem; The Alkalimetric Factors of Diacid Alkaloids, by H. M. Gordin; Modified Formula for Aromatic Spirit of Ammonia, by Joseph W. England; Sea Salt, by Joseph Feil, Ph.G.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Detection of Glycerophosphoric Acid in the Urine.—L. M. P.—You are mistaken in supposing that glycerophosphoric acid is an abnormal constituent of the urine. It occurs normally in small amounts in that fluid and is believed to be due to the decomposition of the lecithins either of the food or tissues. The presence of glycerophosphoric acid may be demonstrated by a simple process. Several liters of urine are treated with barium hydrate and barium chloride to deprive it of the common phosphates, the urine being just rendered alkaline with barium hydrate, and the heated mixture precipitated with barium chloride. The excess of barium is then removed with carbonic acid and the filtrate evaporated to a syrup. This is extracted with absolute alcohol, when the remaining material is dissolved in a little water and boiled with hydrochloric acid. This results in the decomposition of the glycerophosphoric acid, and on evaporating to dryness the presence of phosphoric acid is demonstrated in the aqueous solution of the residue by the usual tests.

Saccharinated Elixir of Triple Phosphates.—G. E.—Formulas innumerable have been published in which saccharine has figured as the sweetening agent for the Elixir of Pyrophosphate of Iron, Quinine and Strychnine. It gives the best results when combined with simple elixir, saccharine by itself lacking body and real palatability. A contributor to one of our exchanges (*West. Drug.*, Nov.) has recently suggested the use of a stock solution of saccharine, this to replace an equal amount of simple elixir. His solution consists of the following:

Saccharine	3lv
Sodium bicarbonate C. P.	3lj
Water enough to make.....	3xvi

The formula for elixir of triple phosphates containing saccharine is as follows:

Iron pyrophosphate, soluble.....	gr. 256
Quinine sulphate.....	gr. 64
Strychnine sulphate.....	gr. 2
Solution saccharine.....	fl. oz. 4
Alcohol	fl. oz. 2
Water	fl. oz. 2
Aromatic elixir, enough to make.....	fl. oz. 16

The directions for compounding this elixir are as follows: Mix the alcohol with 1 oz. water, and in it dissolve the alkaloids, using heat if necessary. Mix the solution of saccharine with the remaining water, and in it dissolve the iron salt without heat. Should solution be too slow, a few grains of sodium citrate will be found materially to hasten the process. When solution is complete mix with the alkaloidal solution, shaking vigorously. Now add 4 dr. of purified talcum and 8 oz. of aromatic elixir. Shake well; set aside for a few days and filter, making the filtrate measure 16 oz. by the addition of aromatic elixir.

While this formula will undoubtedly yield a clear elixir of the so much desired greenish appearance, there is a possibility of some precipitation of the alkaloidal salts occurring owing to the alkaline nature of the solution of saccharine, and we think in this instance it would be best to use a simple solution of saccharine in alcohol.

"Sugar Sand."—F. M.—These prepared sugars are made by incorporating with granulated sugar the required colors in suitable amounts. The sugar sands usually found on the market are tinted red, green, and yellow, respectively. The red variety is made by the addition of chemically pure fuchsin to granulated sugar.

The fuchsin, which should be purchased from a first-class chemical house, with a guaranty as to its freedom from arsenic, should be applied in the form of an alcoholic solution—2 drams to the quart of alcohol is about the right proportion. Sufficient of this solution is poured quickly on the sugar and immediately distributed throughout the mass by brisk manipulation with the palms of the hands until the dye is well distributed and the alcohol has all evaporated. Green sugar sand is made in much the same way, the green color being purchased direct or made by a combination of blue and yellow. The dye is dissolved in alcohol and the sugar treated in the same way as described for red sugar sand. Yellow sugar sand is made in the same way by using any yellow aniline soluble in alcohol, or a tincture of saffron.

Theriaca Veneta.—De L. writes: "I was applied to by a customer the other day for a supply of *Theriaca Veneta*, and sold him a small quantity of confection of opium. This customer informed me that he had inquired for the article at another pharmacy and had been told that it was a poison and could not be supplied to him. Would you please be good enough to inform me what should be dispensed for *Theriaca Veneta* when this compound is called for. You would add to the favor by giving me some particulars of the history of the article, which I have an impression is of great antiquity."

Probably the last surviving relic of the ancient theriaca, later called *Theriaca Veneta*, is confection of opium, which is still an officinal article, though no longer official in any of the pharmacopœias of the leading nations of the world. It is quite possible from what our correspondent says that an impression is growing up that theriaca is a synonym of opium itself, and if so, the fact furnishes a curious commentary on the fate of erstwhile popular preparations.

The origin of the name theriaca is lost in the mists of antiquity. The word is a Greek adjective *theriakos*, in Latin *theriacus*, derived from *therion*, a wild beast, and means of or pertaining to wild beasts; for instance, Dioscorides speaks of a *theriakos logos*—i.e., a discourse concerning wild beasts. It next became applied to a class of remedies supposed to be antidotal to the bites and stings of poisonous animals, and later, poisons generally. Subsequently the word became used as a substantive, the word *pharmakon*—drug—being understood.

It is believed that a compound bearing the name theriac was known some three centuries before the Christian era, and Pliny tells us that the formula was inscribed in verse upon the Temple of Æsculapius, belonging to this period. Galen has handed down to us the formula known to Andromach, the physician of Nero, which contains sixty-five ingredients. To Nero is given the credit of reviving the use of theriaca, and Andromach is said to have merely imitated the formula in use some three centuries prior to his time. After again relapsing into disuse in the dark period following the fall of the Roman Empire, its use was revived in the Middle Ages, and it was manufactured yearly in large quantities with appropriate ceremonies at Venice, whence the rest of Europe derived its supply and the article its qualifying adjective. With the spread of learning the different countries adopted pharmacopœias of their own and required the native apothecaries to make the theriac according to the official formulas. After Venice ceased to be the seat of learning and the world's mart that it was, the manufac-

ture of theriac was carried on by the Spanish at Madrid after the ancient method, it being mixed before the assembled royal college of medicine with ceremonies akin to those which marked its preparation aforetime in Venice. Spain, however, soon felt the influence of medical progress and theriaca was dropped from its pharmacopœia. *Theriaca Veneta* lingered in various modified forms in the pharmacopœias and dispensatories of Europe and America up to a comparatively late date, though hardly any two agreed either as to the number or the nature of its component parts. The fate of all long and complicated pharmaceutical formulas has finally overtaken this one, and in the pharmacopœias of a decade or so ago *Electuarium Theriaca* is given as the synonym of confection of opium, while confection of opium itself has since been dismissed from the latest editions of the pharmacopœias of the leading nations of the world, and we have now no official substitute for it.

As a matter of antiquarian interest we reproduce below the formula of *Andromach*, as quoted by Galen and translated by Spielmann in the "Pharmacopœia Universalis":

Roots of Florentine Iris and liquorice, of each oz. 12; Arabian costus, Pontic rhubarb, cinquefoil, of each oz. 6; ligusticum meum, rhubarb and gentian, of each oz. 4; birthwort, oz. 2; herb of cordium, oz. 12; herb of lemongrass, horehound, dittany of Crete and calaminte, of each oz. 6; pennyroyal, ground pine, germander and leaves of *Laurus cassia*, of each oz. 4; flowers of red rose, oz. 12; flowers of French lavender, oz. 6; flowers of St. John's wort, oz. 4; flowers of lesser centaury, oz. 2; saffron, oz. 6; fruit of *Amyris*, opobalsamum, oz. 4; cinnamon, oz. 12; cassia lignea and spikenard, of each oz. 6; Celtic nard, oz. 4; long pepper, oz. 24; black pepper and ginger, of each oz. 6; cardamoms, oz. 4; seeds of rape, agaric, of each oz. 12; seeds of Macedonian parsley, oz. 6; seeds of anise, fennel, cress, sesell, thlaspi amomum and sandwort, of each oz. 4; seeds of carrot, oz. 2; opium, oz. 24; opobalsamum, oz. 12; myrrh, oilbalm and turpentine, of each oz. 6; storax, gum arabic and sagapenum, of each oz. 4; asphaltum, opoponax and galbanum, of each oz. 2; juice of acacia and juice of hypocyst, of each oz. 4; castor, oz. 2; Lemnian bole and calcined vitriol, of each oz. 4; trochiscs of squill, oz. 48; trochiscs of viper and trochiscs of sweet flag, of each oz. 24; Triturate the balsams, resins and gums in wine, a sufficient quantity to form a thin paste, and incorporate the whole with honey, oz. 962.

The dose of *Theriaca Veneta* was from a scruple to two to three drachms, taken alone or in wine.

Books, Pamphlets, Etc., Received.

An Introduction to Chemical Analysis. For Students of Medicine, Pharmacy and Dentistry. By Elbert W. Rockwood, M.A., M.D., Professor of Chemistry and Toxicology in the College of Medicine; Professor of Chemistry and Metallurgy in the College of Dentistry; Lecturer on Toxicology in the College of Pharmacy of the University of Iowa. Illustrated. Published by P. Blakiston's Son & Co., 1012 Walnut street, Philadelphia, 1901. Price, cloth, \$1.50 net.

A Manual of Volumetric Analysis. Treating on the Subjects of Indicators, Test-Papers, etc. By Virgil Coblenz, Ph.D., Pharm.M., F.C.S., Professor of Chemistry in the New York College of Pharmacy. Illustrated. Published by P. Blakiston's Son & Co., 1012 Walnut street, Philadelphia, 1901.

Digest of Criticisms on the United States Pharmacopœia. Seventh Decennial Revision (1900). Published by the Committee of Revision of the Pharmacopœia of the United States of America. Part III. Philadelphia, 1901. (This pamphlet is not for sale.)

Annual Report of the Board of Regents of the Smithsonian Institution. For the year ending June 30, 1900. Washington. Government Printing Office, 1901.

Semi-Annual Report of Schimmel & Co. (Fritzsche Brothers.) Miltitz, near Leipzig, London, New York. October, 1901.

Prospectus Pittsburg College of Pharmacy (Department of Pharmacy of the Western University of Pennsylvania). Twenty-fourth annual session, 1901-1902. Prof. Julius A. Koch, director of the Pharmaceutical Laboratories, corner Bluff and Pride streets, Pittsburg, Pa.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

CATCH THE LOOKER.

THE appearance of your store from the outside will have considerable influence on your holiday trade. You must plan to arrest the attention of the passer-by. During the next two weeks people will walk the streets, going they know not where, seeking they know not what. If one of these gets past your store without being reminded that you have suitable gifts, a possible customer has been lost.

At no other time during the year is it so important that the windows be attractive or that some special effort be made to make your store stand out from the rest. You will have plenty of competition in display, it will be harder than usual to catch the eye of the crowd, and for that reason special effort is necessary. If you have an extensive holiday stock it will pay to spend some money for the decoration of your windows, and possibly of your store front. Window displays should be changed frequently and the display should be made "louder" than usual by striking color effects and by artistic ornamentation. If you have more than one window the color schemes had better be in sharp contrast.

The goods displayed should not be jumbled together, but massed in such manner as to be quickly picked out by the eye. Many articles can be displayed in one window, but each line will have a better show if it has some portion of the window to itself.

Don't neglect the prices, you will sell twice as many goods from a window if the prices appear, and you will get more of the people in to buy other goods.

If necessary to make your building stand out from its surroundings, the entire front can be decorated in some way. People must be made to see your store, and made to feel that there are live people and goods worth seeing inside. Compare your windows and front with the other stores in your block and then do the things necessary to make your store as conspicuous and attractive as the rest—more conspicuous if you can.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to W. I. Benedict, Belding, Mich.

CRITICISM AND COMMENT.

A DRUGGIST'S BOOK ABOUT HIS ADVERTISING.¹

The Baker & Taylor Company have just published a book by Frank Farrington, Delhi, N. Y., entitled, "Retail Advertising for Druggists and Stationers." It is a small but excellent book on a big subject.

The material for it has been largely drawn from the experience of a hustling druggist and stationer in a town of 1,500 inhabitants; the merit of the book lies in this

¹ "Retail Advertising for Druggists and Stationers," by Frank Farrington. The Baker & Taylor Company, New York. \$1.00 net.

practical treatment of the subject. It contains nothing new in the theory or practice of advertising, it is not that kind of a book; it details one man's application of old principles, modified necessarily by his own individuality. The book is bright, clear, enthusiastic in tone, and will prove inspiring and suggestive to that class of druggists and stationers to which the writer of the book belongs. It treats of newspaper advertising, circular advertising, window displays, advertising schemes, store management, and gives a hundred or more examples of the class of advertisements employed by this advertiser. While written from the point of view of a druggist and stationer in a small town, it should have value for any merchant who is interested in advertising. It is apt to be worth more than the price of this book to get an insight into the individual methods of any live advertiser; a single suggestion is worth the dollar the book costs.

The Prize Advertisements.

There were about a dozen of the cough cure ads submitted by Mr. Benedict, most of them forceful in statement and embodying a good argument. Both in quantity and quality this is the best batch of advertising recently submitted. The writer of these ads is a little careless in his writing, but he knows why people should buy his remedy, and states his facts unusually well:

Why Cough And Cough And Cough?

Perhaps you've had the grip, and it's left you coughing. If you have you've found it a persistent cough. Perhaps it's not so much a cough as a "hack;" no matter which, **Busy Bee Cough Honey** will give relief. The bottle is large, as large as most of the long advertised \$1.00 bottles. The price is but a quarter. Small dose—big results. At any drug store in Greenville.

W. I. BENEDICT, Druggist, Belding.

SMALL DOSE, BIG RESULTS.

The dose of **Busy Bee Cough Honey** is very small and it comes in such large bottles that it will cure a common cough for all the grown-up folks in your family, and have some left in the bottle for the baby's croup. I use none but the very purest, freshest and most reliable drugs in making **Busy Bee Cough Honey**, good drugs and plenty of them. I make it after a receipt in use for many years. I have made 100 bottles of it in the last two weeks—you see it's popular here in Belding; one clerk sold 10 bottles in one day. Only 25 cents of any druggist in Greenville.

W. I. BENEDICT, Druggist, Belding.

It Sells Well.

Busy Bee Cough Honey sells well. I don't urge the sale because I make it myself. I recommend it because I am thoroughly convinced that it is the best cough syrup made. My customers tell me it has cured them, so I have positive proof it will cure. I sell more each year in my own store. An article must have merit to increase in sales in a limited territory like this. I know **Busy Bee Cough Honey** has merit. Other people do not know that until trying it—and they come back here year after year for it—so I know they like it. A big bottle of any Greenville druggist for 25c.

W. I. BENEDICT, Druggist, Belding.

CURE THAT COUGH.

Don't let a cough linger along. It is dangerous, cure it up as quickly as possible. No man or woman is so strong and rugged that he or she can afford to let it run its course. There is too much risk. There is one remedy I recommend in greatest confidence—**Busy Bee Cough Honey**. It cures and cures quickly. The first dose gives relief, and I know of nothing better for the cure of simple cough and colds. Keep it in the house. The bottle is big, the price is low, 25c. at any drug store in Greenville.

W. I. BENEDICT, Druggist, Belding.

This series of cough cure adds sold, I am told, a large quantity of the goods; this result can be attained by any druggist who will back up his remedy with equally forceful advertisements.

In their original form these ads occupied about twelve inches, double column, twenty-four inches in all. The size had something to do with the results; plenty of space

must be taken in short campaigns where results are to be forced.

A Model Announcement.

EDITOR BUSINESS BUILDING:

Enclosed find announcement which I mailed to customers in my neighborhood and to many others all over the city. Please enter same for competition. You will find it different from old style announcements and I believe that any one that started to read it would finish the same.

This announcement was sent out at night the evening before the opening day. The following day the papers gave me the enclosed complimentary notice. The opening was a grand success. This announcement will be followed by others which will be straight advertisements.

Bridgeport, Conn.

KARL O. CYRUS.

This announcement, while excellent, is not to be as generally useful to readers of the department as other matter submitted for this issue, but can well be taken as a model by those who have need of a piece of literature of this character. The announcement was also attractively printed on heavy stationery, printing on first and third pages only.

There was a time when colored globes in the window, musty shelves and dusty bottles, cobwebs and gloom, with drugs mixed in, represented a drug store. This has changed altogether—bright fixtures and appointments, glistening bottles and cases, light, sunshine and cheerfulness now mark the up-to-date drug store.

Drugs, and only drugs—in the drug store of the past. Drugs, sick-room necessities, pretty sundries, toilet articles, perfumes, cigars, liquors, confectionery, soda water, etc., is the extensive line sold at the modern pharmacy.

Such a pharmacy is the new **Cyrus Pharmacy**.

I take pleasure in inviting you into my new home into which I have just moved. I have tried to make the same an ideal drug store, equipped with all the latest improvements for careful prescription dispensing, and a place where it will be a pleasure to trade.

During the eight years I was located at my old stand, 415 Fairfield avenue, my efforts to make the **Cyrus Pharmacy** a necessity to the neighborhood have been appreciated by many customers and I thank them for their kind patronage.

My business has now grown to such proportions that my old store became too small and I was obliged to move to larger and better quarters.

I now count my many customers, not alone in the immediate neighborhood, but all over the city. This increase in business is due largely to the many kind words and recommendations of the friends of the **Cyrus Pharmacy**.

I have always tried to give the best value for the money. "Not how cheap, but how good," has been my motto, and for the future I shall do all in my power to deserve your continued patronage.

Again I thank you for your many favors in the past.

Very respectfully,

KARL O. CYRUS.

Good Little Ad.

C. L. Van Koughnet, Sturgis, S. Dak., submits a small cough cure ad for comment. The ad is good, but would have been better with a more suitable heading. The present head is, "Did You Ever Notice," meant, evidently, to be read in connection with the name of the remedy which is displayed further down. A blind heading is never advisable if a more pertinent one can be scared up. Something like "Money Back If Coughs Stay," would have suited in the present instance. However, this ad in its original form is better than the average.

This business is growing. This business has kept pace with our ideas of what it should be, and is to-day larger and greater than that of any other house in its line. This immense business, together with purchasing all goods and medicines strictly for cash, gives us all rebates and cash discounts, which we give in turn to our customers. The large quantities of goods bought and sold enable us always to have only the freshest and best.—Jacob's Pharmacy, Birmingham, Ala.

The Australian Tariff.

The new duties imposed by the Government of the Commonwealth of Australia on articles of import handled by the drug trade are shown in the subjoined table. The tariff went into operation on October 8, 1901.

DIVISION I.—STIMULANTS.

Spirits and spirituous compounds, when not exceeding proof strength.....	14s. per gallon liquid.
Spirits, when exceeding proof strength.....	14s. per proof gallon.
(Imported tinctures, fluid extracts, and all preparations containing alcohol are affected. Does not affect the drug trade, as the spirit used pays excise duty only.)	
Amylic alcohol.....	14s. gallon
Methylated spirit.....	8s. gallon.
Collodion.....	8s. gallon.
Perfumed spirit.....	25s. gallon.
Bay rum.....	25s. gallon.
Wine, medicinal or medicated, in bottles.....	8s. gallon.
(Usually made locally, and so only affected by the excise duty on spirit.)	

DIVISION II.—NARCOTICS.

Opium.....	20s. pound.
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DIVISION IV.—GROCERIES, ETC.

Arrowroot.....	1d. pound.
Biscuits.....	14d. pound.
Candles, tapers and night lights.....	14d. pound.
Stearine.....	14d. pound.
Paraffin Dur.....	14d. pound.
Beeswax.....	14d. pound.
Cacao butter.....	2d. pound and 15 per cent. ad valorem.
Caramel.....	2d. pound and 15 per cent. ad valorem.
Confectionery.....	2d. pound and 15 per cent. ad valorem.
(Goods costing 2s. per pound are practically unaltered. Lower priced goods will be increased, while higher qualities will be reduced.)	
Lime juice.....	1s. gallon.
Linseed.....	2s. per cental.
Linseed meal.....	4s. per cental.
(This reduction is valueless, as all the seed lin is ground locally, and the price will be increased by the new duty on the linseed, 2s. per cental.)	
Liquorice, crude (black juice).....	1d. pound.
Do., other.....	2d. pound.
(Solassi reduced; cheaper qualities unaltered.)	
Malt extract.....	2d. pound.
(Twenty pounds extract was estimated equivalent to 1 bushel malt, equal to a duty of nearly 8d. per pound.)	
Extract of meat.....	20 per cent.
Milk, preserved.....	14d. pound.
Mustard seed.....	2d. pound.
Mustard.....	4d. pound.
Infants' foods.....	20 per cent.
Soap, perfumed, toilet or medicated.....	4d. pound.
(The weight of the wrappers is, however, to be included, which is a slight increase.)	
Soap, other.....	1d. pound.
Spices, unground.....	2d. pound.
(Cinnamon, cloves, nutmegs, etc.)	
Do., ground.....	4d. pound.
Starch.....	2d. pound.
Mineral waters.....	20 per cent.
Sparklets.....	20 per cent.

DIVISION V.

Flesh gloves.....	20 per cent.
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DIVISION VI.

Manicure sets.....	15 per cent.
Scales.....	20 per cent.
(Chemical, analytical and assay scales are specially exempted.)	

DIVISION VII.

Cottonseed oil in bulk or otherwise.....	2s. gallon.
(When methylated pursuant to Department by-laws only 6d. per gallon.)	
Castor oils and other oils in vessels not exceeding ¼ pint.....	6d. dozen.
Do., ¼ pint.....	1s. dozen.
Do., 1 pint.....	2s. dozen.
Do., 2 pints.....	4s. dozen.
Do., over 1 quart.....	1s. 4d. gallon.
(¼-gallons reduced, 1-gallons increased.)	
Olive oil.....	1s. 4d. gallon.
(The S. A. and Mildura oils will not be affected by the tariff, but the makers will probably take advantage of the protection to increase their rates.)	
Castor and linseed oil in bulk.....	6d. gallon.
(Turpentine and benzol naphtha are free.)	

DIVISION VIII.

Earthenware.....	6d. cubic foot and 15 per cent. ad valorem.
(Lines affected: Pestles and mortars, C. C. Pots, invalid feeders, bed pans, inhalers, etc.)	
Glass bottles.....	6d. and 15 per cent.
(Bottles, empty, of not more than 6 dm. capacity, are free. Scientific glass apparatus free.)	
Glass seltzogenes and siphons.....	15 per cent.
Glassware, not elsewhere included.....	8d. cubic foot and 15 per cent. ad val.
Glue and gelatin sheets.....	2d. pound.
Glue, gelatin and cement, not elsewhere included.....	20 per cent.

DIVISION IX.—DRUGS AND CHEMICALS.

Acetic acid and vinegar containing less than 6 per cent.....	6d. gallon.
Do. containing over 6 per cent., but not more than 80 per cent.....	2s. 6d. gallon.
Do. for every extra 10 per cent. or part of 10 per cent.....	10d. gallon.
Acids: Muriatic.....	15 per cent.
Nitric.....	15 per cent.
Sulphuric.....	15 per cent.
(Only local makes used. Not likely to be altered.)	

Carbonate ammonia.....	5s. cwt.
Carbide calcium.....	5s. cwt.
Salicylic and boric acid.....	20 per cent.
Bisulphites of potassium, sodium, calcium and magnesium.....	20 per cent.
Insecticides.....	15 per cent.
(This includes bulk insect powder.)	

Disinfectants.....	15 per cent.
Medicines—viz.:	

Patent and proprietary medicines, and other medicinal compounds.....	25 per cent.
Non-spirituous medicinal extracts.....	25 per cent.
Essences, juices, infusions, solutions and syrups, pills, pilules, tabloids, tablets, capsules, cachets, suppositories, plasters, poultices, salves, ointments, liniments, powders, pastes, medicated confectionery, medicinal waters, and oils not elsewhere included, and medicines for animals.....	25 per cent.

(This clause seems ever more ambiguous than that in the Victorian tariff relating to patent and proprietary medicines, and is certainly more comprehensive. Apparently simple extracts, such as gentian, liquorice, taraxacum, etc., which were free formerly, will now have to pay 25 per cent., as well as bulk capsules, tablets, and pills of only one ingredient, as Bland's. Crude drugs and chemicals are free, except those specially mentioned. Essential oils and serums are specially exempted.)

Perfumery, including perfumed ammonia.....	20 per cent.
(Bell camphor would appear to be free.)	

Camphor in blocks or tablets.....	20 per cent.
Toilet preparations, non-spirituous.....	20 per cent.
Lanoline.....	20 per cent.
Vaseline and petroleum jelly.....	20 per cent.
Glycerin.....	20 per cent.

(About the same at the present value of glycerin, but varied slightly.)

Saccharine.....	20s. pound.
Soda crystals.....	1s. cwt.

DIVISION XI.—FANCY GOODS.

Toys, which include I. R. soothers.....	20 per cent.
(These will probably be included with I. R. goods under new tariff, and so will be subject to 15 per cent. only.)	

Articles manufactured from papier maché.....	20 per cent.
(Puff boxes.)	

DIVISION XII.

India rubber and manufactures in which rubber forms a part.....	15 per cent.
(Enemas, injection bottles, tests, I. R. tubing, H. W. bottles, breast pumps, etc.)	

DIVISION XIII.

Paper:	
Advertising matter.....	3d.
Printing, white demy.....	10 per cent.
Filter paper.....	Free.
Other.....	6s. cwt.
Writing inks.....	25 per cent.
Wax, sealing or bottling.....	25 per cent.

DIVISION XVI.

Brushware.....	15 per cent.
Combs.....	15 per cent.
Corks.....	15 per cent.
(Dispensing and better qualities increased. Ginger-beer and common qualities decreased.)	

EXCISE DUTIES.

Spirits of wine.....	11s. gallon.
Methylated spirit.....	6d. gallon.
Sugar.....	8s. cwt.
Surgical instruments and dressings remain free as at present.	
Boxes—pill, turned wood, metal and chip—are not mentioned in the new tariff, and presumably will be free of duty.	

The Buffalo Meeting of the N. A. R. D.

I wish to congratulate you on your comprehensive report of the meeting of the N. A. R. D. As far as I can see you have included in the report all of the essential features and placed them before your readers in concise form, the careful reading of which will enlighten the retail druggist who was not fortunate enough to be in attendance almost as fully as though he had been present.

The pharmaceutical press has done heroic work in behalf of the N. A. R. D., but the pity is that all retail druggists will not avail themselves of the opportunity of informing themselves of what the N. A. R. D. really is, and what its accomplishments might be if only given full support.

Recent events in Massachusetts would make it appear that the Price Protective Plan is perhaps after all not as perfect and powerful as its ardent supporters believed. I think there is little question that the final adjustment of the serious problems before the Buffalo meeting was right. The rule or ruin policy is bad, but we must not judge the dissatisfied element of the last convention too harshly; their grievances have been many and disastrous. I believe, however, that, after the "smoke of the battle" has fully cleared away, we will be stronger than ever, and I look for better work the coming year than we have had thus far. The Tripartite Plan has not up to date had the proper enforcement to fully demonstrate its power. What is needed now is plenty of backbone. Try the plan of the big fellows.

Detroit, Mich.

CHARLES F. MANN.

Obituary.

JAMES CONDIE.

James Condie, formerly well and widely known as the proprietor of the pharmacy at 198 Ninth avenue, corner of Twenty-second street, New York City, died at his residence, 802 West Eighty-ninth street, on Sunday, November 24, at the age of seventy-nine. Mr. Condie was born in Perth, Scotland, and came to this country, when eighteen years old, with a good knowledge of the drug business, having served his apprenticeship in Glasgow. After a brief connection with a Mr. Thurman, a druggist in Canal street, Mr. Condie established himself in business at 165 Eighth avenue, where he remained for some years. Afterward he removed to Ninth avenue and Twenty-second street and conducted a large trade, meeting with considerable success. After a few years he admitted Reuben R. Smith, his assistant, to partnership, and the firm name became Condie & Smith. Mr. Condie retired from the firm in 1890, since which time the business has been conducted by Reuben R. Smith, widely known as the former president of the Manhattan Pharmaceutical Association. Mr. Condie is survived by his wife and three married daughters, one of the latter being Mrs. Charles R. Lamb, wife of the architect.

Dr. Levi Hasseltine, retired druggist, of Bristol, Vt., died on November 26. He was 82 years old.

Dr. Louis B. Pacetti, proprietor of the drug store at the corner of Druid Hill avenue and Moscher street, Baltimore, died after a brief illness on November 19, aged fifty-three.

Alex. Wright, of the McEwing Drug Company, McEwen, Tenn., was shot and instantly killed by Dr. J. B. Arrington on November 26. The doctor claims he acted in self defense.

W. D. Terbell died suddenly at his home, 149 Summer avenue, Newark, N. J., on November 18, of heart failure. For the last ten years Mr. Terbell conducted a drug store at Bloomfield and Summer avenues.

Edward W. Carroll, 45 years old, manager and head clerk for Henry O. Nute, corner of Columbus avenue and Dartmouth street, Boston, lost his life by escaping gas on the morning of November 27. A wife survives him.

Edward Steinkampf, formerly a drug clerk in Louisville, accidentally shot and killed himself last month while hunting in Oklahoma, where he had gone to open a drug store. He was employed at one time in the drug stores of Albert C. Schoetteln and R. C. English, in Louisville, Ky. He was a native of Huntington, Ind.

Frederick Marx, senior partner of the firm of Marx & Rawolle, manufacturers of glycerin, died at his home, 263 Hicks street, Brooklyn, on November 24. He was born at Worstadt, Germany, in 1827, and came to America in 1851 and established a glycerin factory at Harrison street and the water front in Brooklyn, which is one of the largest in the world.

Case Against Pharmacy Inspector Dismissed.

When the case of Jacob Cipes, 73 Belmont avenue, Brooklyn, against Theodore Lorenz, the inspector of the New York State Board of Pharmacy, charged with extortion, was called in the Gates Avenue Police Court, on November 29, nobody was on hand to prosecute, the Magistrate having opened the proceedings at the unusually early hour of nine o'clock. The secretary of the Board was present, but not the attorney for the Board. The Magistrate dismissed the case, and information of this was tendered to Mr. Cipes when he made his appearance in the Court later. The inspector has been suspended by the Board of Pharmacy, which is now said to be investigating the case, with a view to taking action looking either to his dismissal or his retention.

The annual dinner of the Alumni Association of the N. Y. C. P., was held at the Arena on the evening of December 4, and was one of the most successful affairs in the history of the organization. The Dinner Committee was composed of B. R. Dauscha, R. H. Timmermann and E. F. Pfaff. Among the speakers were Professor Chandler, Professor Rusby, Ewen McIntyre, E. Molwitz, T. J. MacMahan, F. P. Tuthill, G. H. Hitchcock and Fred. Cryer. Chas. S. Erb presided as toastmaster in a very happy manner.

GREATER NEW YORK.

W. S. Mersereau, of Schieffelin & Co., sailed for Liverpool on the 3d inst. on the Cunard liner *Campania*.

A. W. Lambert, of the Lambert Pharmacal Company, St. Louis, was a recent visitor to the New York drug market.

Karl Schnackenberg has purchased the drug store of H. E. Steinhilber, at Eighty-fifth street and Amsterdam avenue.

Max Zagat, who owns a number of drug stores in New York City, has just disposed of one at 1626 Madison avenue to B. Gluck.

The house of W. E. Burke, a druggist, of Princeton, N. J., was entered on December 2 by a negro burglar, who was caught at his work.

Dr. Louis Merck, of the firm of E. Merck, Darmstadt, Germany, is making a short stay in the United States, and is at present visiting the American house of Merck & Co., at Eighth street and University place, New York.

The Drug Club entertained a member of the Scottish aristocracy last week in the person of the Earl of Caithness. The seat of the Earl of Caithness is in the northernmost county of Scotland, at Wick, in Caithnesshire.

Albert L. Whitcomb, a photographer of Meriden, was married on November 20 to Miss Clara I. Mix, daughter of the well known pharmacist of New Haven, Conn. The wedding took place at the home of the bride's parents.

The pharmacy formerly conducted by Charles R. Sieman, at the corner of Ninetieth street and First avenue, has been purchased by M. E. Eichler. Mr. Sieman still retains his ownership of the drug store at 735 Eleventh avenue.

A large number of traveling salesmen to the drug trade are visiting headquarters just now, and among others noticed were Dr. Robert C. McCall, T. B. Maddox and O. F. Scott, Western and Southern representatives for McKesson & Robbins.

Weinstein & Goldberg have purchased the pharmacy of Wolf & Tulchinsky, at the corner of Canal and Orchard streets, this making the second pharmacy owned by this firm, who already conduct one at East Broadway and Market street.

George J. Seabury, of Seabury & Johnson, has been appointed chairman for the drug and chemical trades of the McKinley Memorial Association. The little banks for contributions are to be found in many of the offices of prominent drug houses.

The annual dinner of the Alumni Association of the Brooklyn College of Pharmacy will be given at the Argyle, Pierpont street, Brooklyn, on Wednesday, December 11. Tickets can be obtained from the chairman, F. P. Tuthill, 526 Putnam avenue, Brooklyn, at \$2.00 each.

This is the season of weddings, and we note that M. J. Osborne, representative for Parke, Davis & Co. in Northern Indiana, and a brother of Guy Osborne, of the Osborne-Colwell Company, New York, will be married on December 17 to Miss Susan Bartley, of Elkhart, Ind. Their honeymoon will be spent in the East.

A recent wedding of interest to pharmacists was that of E. R. Calhoun, of Chicago, and Miss M. G. Whitmore, of New York City. Miss Whitmore is a daughter of Dr. B. T. Whitmore, of the eastern branch of Parke, Davis & Co. Among the guests at the wedding were Col. E. W. Fitch, W. B. Kauffman and Herbert Turrell.

A determined attempt at suicide was made by William Hurd, forty-three years old, a druggist of Avenue C and Tenth street, who jumped from the Greenpoint ferryboat on its passage from Manhattan to Greenpoint on last Monday. He was taken to St. Catherine's Hospital, where restoratives were administered. He will recover.

Examinations for registration as pharmacists and druggists were held throughout New York State on November 29, the successful ones in the Eastern, or New York City section, being as follows: Seth A. Burrows, Henry Dalrymple, Joseph Lacovra, Jacob Medoff, Peter Ulrich, E. N. Benedict, Herman Cantor, Charles Rollberg and Fred. Sulling.

Among other visitors to New York City during the fort-

night we note Mr. and Mrs. Theodore D. Buhl, of Detroit. Mr. Buhl is president of the firm of Parke, Davis & Co., and while Mrs. Buhl is doing her Christmas shopping Mr. Buhl will give his attention to the business interests of the Eastern branch of his firm at 91 Maiden Lane.

Morris J. Lipset, Michael A. Levithan and Nathan Hotoff, who composed the firm of Lipset, Levithan & Co., druggists, formerly at 100 Henry street and 1991 Lexington avenue, recently filed a petition in bankruptcy, with firm liabilities of \$2,484 and no assets. Mr. Lipset has individual debts of \$713 and Mr. Levithan of \$958. The firm was dissolved in July, 1900.

Isaac Raynor, an examiner of perfumery in the seventh or drug division of the United States Appraiser's Stores, was on December 2 dismissed from the service by Secretary Gage. Mr. Raynor was charged by Appraiser Wakeman with having approached a firm of importers with a proposition to pass certain lines of perfume imported by them in return for a financial consideration. Besides bringing the charges Mr. Wakeman recommended his dismissal from the service to the Secretary of the Treasury.

A clerk in Hollis M. Barnes' pharmacy, at 110th street and Madison avenue, sold a man some stramonium leaves a few days ago, properly marking it and warning the customer, but the man didn't understand the clerk's warning or the label on the package. He took the stramonium home and made a tea of it, which his wife drank and promptly died from the effects. Both the woman and her husband thought it was aloe as they had been supplied with, as this had been recommended to them for some ailment from which the woman was suffering. The clerk who sold the poison is not to blame for the accident, according to the two doctors who attended the woman. He plainly marked the poison, both with its name and with the familiar skull and crossbones.

The usual monthly meeting of the New York section of the American Chemical Society was held at the Chemists' Club, 108 West Fifty-fifth street, on Friday evening, December 6, when papers were read as follows:

W. H. Birchmore, "Notes and studies on molds and their allies. Illustrated." (Introductory paper.)

Edgar F. Smith, University of Pennsylvania, Philadelphia, Pa., "The value of electrolytic methods in chemical analysis."

Wilder D. Bancroft, Cornell University, Ithaca, N. Y., "Analytical chemistry and the phase rule classification."

Francis E. Benedict, Wesleyan University, Middletown, Conn., "Some aspects of ventilation."

The meeting was preceded by an informal dinner at the Hotel Savoy, which was attended by a fairly large number of members.

The following out of town druggists were visitors to the drug market during the past fortnight: C. N. Freeman, of the Naugatuck Drug Company, Naugatuck, Conn.; Isaac Holton, of Horton & Holton, Trumansburg, N. Y.; Joseph K. Brown, of the firm of Rosseau & Brown, Woonsocket, R. I.; Harold Allen, of the L. Rockefeller Company, Englewood, N. J.; Fred A. Gonya, of Doe & Gonya, Palm Beach, Fla.; J. S. Anistaki, Trenton, N. J.; W. B. Duryea, of Duryea & Conover, Freehold, N. J.; C. H. Dugall, Torrington, Conn.; J. C. Burgess, of the Charleston Drug Company, Charleston, S. C.; George Bruen, of the Fonda Drug Company, Albany, N. Y.; S. M. Shimer, of Ogden & Shimer, Middletown, N. Y.; John H. Allen, Milbrook, N. J.; Charles Kerran, White Plains; Frederick Schneider, of the Schneider & Irving Drug Company, Troy; W. W. Whitman, Canton, Pa.; Simon Bomberger, Salt Lake City; W. H. Jones, Stamford, Conn.

The People's Drug Store, at 2284 Eighth avenue, is no more. J. A. Carpentier, the former proprietor, yielded to the inevitable on Saturday, November 30, when a city marshal served an attachment on the stock and ruthlessly removed the shop furniture, including bottles and packages of drugs, to the sidewalk. Carpentier, who is a somewhat excitable Frenchman, denied admittance to the marshal at first, and a large crowd assembled to witness the struggle for possession, which was finally ended by the appearance of a policeman, who persuaded Carpentier to allow the marshal to remove the store fittings and stock. Carpentier is well known in Harlem, having conducted a drug store on the block between 122d and 123d streets, on Eighth avenue, for about 18 years. He was fond of dogs and two or three of his canine pets were always to be found in or near his store. He was supposed to be skilled in the treatment of diseases of the dog and did a fair veterinary business.

WESTERN NEW YORK.

Business Somewhat Dull After the Exposition—Little Complaint, However—Great Demand for Vaccine—Mayor Knight Fails to Reappoint Health Commissioner Wende—Activity of the Drug Inspector—Students' Night at the Theater.

(From our Regular Correspondent.)

Buffalo, Dec. 6.—The Buffalo retail druggist who happened to be in the track of the Pan-American Exposition was in clover all summer and learned what it was to have a trade such as the druggists used to have. It is a trifle different now and this favored member of the business is inclined to say that he finds things dull, but the druggist who did not get a full swath out of the exposition visitor is still well pleased with his sales and is saying that the business is all right. He finds that the cut-price dealer is doing so little business that it is not at all necessary to call the association together and it is consequently taking quite a rest, all of which means good business.

SMALLPOX OUTBREAK MAKES DEMAND FOR VACCINE.

If there was nothing to sell besides, the demand for vaccine would keep the drug stores busy. The difficulty is in getting enough of the points. One store, for instance, sold out three times in a day lately. The disease is not of the virulent sort. Of the 50 or so cases this summer and fall only one has died. As a rule the outbreak has been confined to the Polish quarter, more than two miles east of the business district, but there is an occasional case closer to Main street or the west side residence district which keeps everybody a trifle anxious. The Health Department is very active; for instance, vaccinating 1,000 people on Sunday, the first day of December.

HEALTH COMMISSIONER WENDE FAILS OF REAPPOINTMENT.

Mayor-elect Knight failed to defer to the wishes of the public, including practically all the druggists and doctors in the city, and reappoint Health Commissioner Wende, although he is everywhere acknowledged to be the most efficient occupant of that office that Buffalo ever had. Still, the next best thing was done in the appointment of Dr. W. D. Greene, who was the assistant in the office. The city death rate is very much lower than it used to be.

LICENSED BY THE BOARD.

The Western branch of the State Board of Pharmacy has licensed the following applicants: Druggists—Carrie Adelaide De Nike, of Salamanca; Marion F. Bezezicki, of Broadway, Buffalo, and A. B. Liebman, of Rydstrom's pharmacy, Buffalo. Pharmacist—Lee W. Miller, night clerk at Gregory's Genesee Pharmacy, Buffalo.

The following have been given exchange licenses: John W. Lockwood, at Sloan's pharmacy, Buffalo; Samuel A. Grove, of Niagara street, Buffalo; Cassius E. Clark, of Jamestown; Fred. M. Parish, of Canaseraga; Hugh A. Sloan, from an Erie County to an all-State; Arthur Corbin, Buffalo, relief clerk, from an assistant to a druggist; Joshua Stalberg, with Brodie's, Buffalo, and Timothy O'Neill, with Sloan's, both same.

The next examination given by the Western branch will be in Buffalo on the 18th.

ACTIVITY OF DRUG INSPECTOR.

Inspector Abbott, of the Western branch, has completed the entire round of inspection of the drug stores of the district doing what appears to have been a prodigious work and gathering a mass of information, including samples for assay that will take a long time for the branch to get into proper form. When it is gone through it will afford a history of the practice of pharmacy in Western New York for the past half century or so up to date that could not have been obtained in any other way.

STUDENTS HAVE A NIGHT AT THE THEATER.

The students of the University of Buffalo have again pulled off their annual theater night and had a royal time of it. The occasion was the Tuesday before Thanksgiving, when all the departments marched forth in force and fairly took possession of the theater. They had the usual amount of college yells and songs, but were good mannered enough to remain perfectly quiet till the curtain went down. Then they owned the premises and gave the entertainment till the stage people were ready to resume. The outing afforded the occasion for work-

ing off any amount of youthful spirits and nobody was the worse for it, according to the report of the university authorities.

BUFFALO ITEMS.

William C. Fehrmann, formerly manager of Darlington's drug store on Clinton street, Buffalo, has engaged with H. A. Sloan on Main street.

C. E. Clark, formerly of the drug firm of Clark Brothers, Jamestown, has bought the drug store of William B. Lake, on Clinton street, Buffalo. The Jamestown store will be continued by the remaining brother.

The Buffalo Druggists' Bowling Club have given up the old basement bowling alleys on Seneca street and selected alleys at Sycamore and Michigan streets, where they propose to enjoy the winter with even more than the usual enthusiasm.

Alderman Neil McEachren, the Buffalo druggist, is a candidate for President of the City Board of Aldermen. Everybody admits that he would make a good one, but the political horse is a shy beast and will often throw the most worthy rider.

The first entertainment of the Buffalo Druggists' Social Club was a success, though the attendance ought to have been larger. The hall was not very centrally located, for one reason. A change of place as well as a change of programme is expected next time. The members believe in the idea and will make it a success.

STATE NEWS NOTES.

A correspondent of the Buffalo Times writes that there is a fine opening for a drug store at Cassadaga.

By a fire at Savona, six miles east of Bath, N. Y., the drug store of George W. Saxton was destroyed at a loss of several thousands.

A pleasant social session of the Syracuse Druggists' Association was held on November 22 at the rooms of the Chamber of Commerce. Refreshments were served and an enjoyable evening spent. Few of the members were absent.

Jonathan C. Carpenter, for twelve years past assistant to A. J. Fellows, pharmacist, Chatham, N. Y., has resigned to accept a similar position in the pharmacy of R. W. Seymour. He is succeeded in Fellows' pharmacy by Earle W. Fellows, a son of the proprietor.

Harry A. Branlon has become the proprietor by purchase of the stock, fixtures and good will of the drug business of H. J. Baringer, at Chatham, N. Y. Mr. Branlon is a graduate of the Albany College of Pharmacy and was formerly connected with the drug business of R. W. Seymour, in Chatham.

Albert J. Precourt and Mrs. Warren Briggs, of Manchester, N. Y., are each defendants in suits for \$10,000 for causing the death of a woman in that town from the effects of corrosive sublimate administered in place of epsom salts. Mr. Precourt sold the corrosive sublimate to Mrs. Briggs to use in insect powder.

The second annual reunion and banquet of the New York College of Pharmacy alumni and students of Central New York is to be held in Utica, N. Y., this winter. It is earnestly desired that every graduate and student be present this year. The secretary of the association, Frank W. Rutherford, 202 Genesee street, Utica, would like to receive lists of students and alumni living in the central portion of the State, with a view to corresponding with them.

HONORS FOR HOSPITAL STEWARD.

Governor Odell has appointed Second Lieut. Augustus S. Chatfield, Eighth Regiment, to his staff, in place of Capt. Charles H. Ross, deceased. Lieutenant Chatfield, the new aide, first enlisted in State service as a hospital steward in the First Regiment of Artillery, Indiana National Guard, where he served five years. He enlisted again as a private in the Seventh Regiment, N. G. N. Y., on May 7, 1898. He was dropped for one year and on December 6, 1900, was appointed a second lieutenant in the Eighth Regiment.

The word "Cascara," which is the name of a drug generally known, cannot be monopolized as a trade name, but may be used by any one in connection with any preparation, of which it is properly descriptive, holds Judge Wing, United States circuit court, N. D. Ohio, in the case of the Sterling Remedy Company vs. Gorey (110 Fed. Rep., 372).

MASSACHUSETTS.

Meeting of the Boston Druggists' Association—Smallpox Scare Good for Business—Mayor of Salem Overruled on Sixth Class License: Question—A May r Who is a Pharmacist.

(From our Regular Correspondent.)

Boston, Dec. 4.—The last meeting of the Boston Druggists' Association was held on Nov. 26. George A. Kalzer was elected to membership. The guest was Albert N. Bullens, who spoke entertainingly on "The telephone and its uses in our modern and social life." Earl G. Coombs, secretary of the Retail Drug Clerks' Association of Greater Boston, gave a short account of the formation of his association. The organization, he said, was affiliated with the labor movement and was endeavoring to secure better conditions for clerks, including education and shorter hours, and possibly increased prices for proprietors. He made an earnest plea for the support of the B. D. A. Other speakers were Messrs. Gilman, Nott, Cobb, Cutler and Ingraham.

VIRUS AND VACCINATION SHIELDS IN DEMAND.

The smallpox scare has made business lively in certain sections where the most cases were discovered. The demand made upon manufacturers of virus and shields is without precedent, and at times it has been impossible for retailers to obtain sufficient stock. Many stores sold over 400 to 500 points per day, and in some the sales ran into the thousands. This meant activity for all concerned. At the present time the demand is subsiding somewhat.

COURT OVERRULES MAYOR.

The Mayor of Salem has been defeated in his contention over the sixth-class license question. The Mayor took the stand that licenses may be granted, but that the power to grant them is in the Board of License Commissioners, and not in the Mayor and Aldermen.

The court holds that in cities in which a Board of License Commissioners has been chosen, and the inhabitants have afterward voted no license, as Salem did, license of the sixth class can be granted to druggists and apothecaries by the Aldermen during the year to which the no license vote applies.

The Mayor has already signed the licenses.

A PHARMACEUTICAL MAYOR.

Mayor Larrabee has been renominated by acclamation by Melrose Republicans. This means that he has made a good Mayor and his election is looked upon as a certainty. Mr. Larrabee has been in business in Melrose for many years and is well known to the drug trade. He was a member of the Board of Pharmacy for a number of years, and was its president during a portion of that period.

A PHARMACIST NOMINATED FOR ALDERMAN.

Fred. A. Hubbard, of Newton, has been nominated by the Republicans of that city Alderman-at-Large. A Republican nomination in Newton means an election, so it can be assured that Mr. Hubbard's title will soon be as above. This nomination is in the line of a promotion for Mr. Hubbard, as he is at present a Ward Alderman. Mr. Hubbard's political career has been most successful and he is destined to receive higher honors at the hands of his fellow citizens. He has been president of the M. S. P. A., is now president of the B. D. A and also a trustee of the M. C. P. He has filled these trusts skillfully and with much credit to himself.

Hon. Gorham D. Gilman, of Gilman Bros., has been elected vice-president of the Massachusetts State Board of Trade.

DRUG ADULTERATION IN MASSACHUSETTS.

The last month's report of the State Board of Health shows that 119 samples of drugs were examined, of which 49 varied from the legal standard. The samples of drugs found to be adulterated were aqua ammonia fort, capsicum, cera alba, glycerinum, liquor calcis, Oleum limonis, oleum olive, quinia sulphas, sodii phosphas, spiritus aetheris nitrosi, sulphur lotum, sulphur praecipitatum, tinctura iodi, zingiber.

CITY JOTTINGS.

Louis A. Lebowich, Ph.G., is now with W. C. Durkee, Ph.G., 392 Boylston street.

A directory slot machine concern is endeavoring to interest local druggists in the idea.

The James W. Tufts branch of the American Soda Fountain Company reports business in a flourishing condition.

Frederick C. Bartlett, of 1 Green street, sold a half pint of whisky to a policeman Thanksgiving Day. The court thought this mistake worth \$50, which Mr. Bartlett paid.

R. M. Burden, of Hanover street; J. L. Shikes, of Tremont street and Massachusetts avenue, and Gray & Weeks, of Atlantic avenue, are recent purchasers of hot soda fountains from James W. Tufts.

C. J. Hart, of Dorchester avenue, is about to open a new store at the corner of Savin Hill and Dorchester avenues. He has fitted the store with a new Tufts fountain and will continue to do business at both establishments.

A South Boston store was recently raided by the police, who secured about 175 gallons of liquors. As a result Patrick J. Cuddyer has been fined \$50 for exposing liquors for sale and \$50 for selling. A complaint was also made against Cuddyer's partner, Thomas A. Joyce, but he was discharged by the court.

The Alumni Association, M. C. P., gave a stag celebration at the college building on November 19 in honor of the junior class. It was a pronounced success. Professor La Pierre was the announcer. Professor Nixon, Dr. O'Brien and Mr. Blake did some talking. The senior quartette sang; there was a great deal of smoke, refreshments, music and much enjoyment.

BAY STATE ITEMS.

E. J. Murphy, of Quincy, has just bought a Tufts carbonator.

A. B. Morgan is to open a new store at Malden. He was a recent purchaser of a Tufts fountain.

Henry Adams, of Springfield, the new member of the Board of Registration in pharmacy, qualified November 29.

Gilbert S. Chipman, of the senior class, M. C. P., has purchased the business of the late Alfred A. Laing, Cambridgeport.

Sherman Follansbee recently purchased the old C. A. Hodges store at Lynn. He is serving his customers from a Tufts fountain.

The Springfield Drug Clerks' Union has succeeded in inducing proprietors in that city to close their establishments at 10 p.m. during the balance of the winter.

G. A. Loring, of Wollaston, recently moved his stock to Newtonville, where he is now doing business in the store formerly occupied by W. O. Gaudet. Mr. Loring has a new Tufts fountain.

Earl G. Coombs succeeded his uncle, Charles E. Coombs, 1093 Cambridge street, Cambridge, December 1. The new proprietor clerked at this store several years and has been active in organizing the local association of drug clerks.

Pine Needle Company, for carrying on the business of manufacturing and dealing in medical, toilet and sanitary preparations, was recently incorporated at Augusta, Me. Capital, \$10,000; president and treasurer, William D. Cram, Haverhill.

NEW ENGLAND NEWS.

F. H. Parker, of Burlington, Vt., has just placed a new Tufts fountain in his store.

T. J. Hill, of Holbrook, N. H., recently received a new fountain from James W. Tufts.

Murphy Bros., Portland, Me., have opened a new store. The fountain was supplied by James W. Tufts.

T. J. Flaherty, Island Pond, Vt., and J. E. Webster, Barton Landing, Vt., have improved the appearance of their stores by the addition of Tufts fountains.

Fred. Gibson & Co., of Providence, R. I., recently purchased from James W. Tufts, of Boston, a very large and beautiful onyx fountain. F. L. Partridge, of Mr. Tufts' corps of salesmen, captured the order.

The following order was handed on a slip of paper to Albert S. Wetherell, the well-known druggist, of Wetherell's Block, Exeter, N. H., a few days ago:

"Belladonna that you put in your eyes to make them bright 10 cts. worth if you sell it that way."

James W. Tufts, of Boston, recently shipped new hot soda fountains to Sullivan & Young, Burlington, Vt.; J. R. Whitlock, Burlington, Vt.; John Metzger, Providence, R. I.; Louis Gratton, Pawtucket, R. I.; Smith & Browe, Portland, Me.; A. B. Grover, Winchester, Mass.; W. T. Wellon, Chelsea, Mass.; M. F. Flynn, Haverhill, Mass.; G. A. Loring, Newtonville, Mass., and W. A. Cote, Fall River, Mass.

PENNSYLVANIA.

Smallpox Continues to Spread—Bullock & Crenshaw's Old Stand Undergoing Alterations—Results of the Bowling Match—Philadelphia College Meeting—Mr. Hynson Believes in Women Pharmacists.

(From our Regular Correspondent.)

Philadelphia, December 6.—Since Bullock & Crenshaw has changed hands there has been a general improvement in the building, and, when the alterations are completed, the old structure will bear no resemblance to the building which has so long sheltered the old firm. The new management has completed the alteration on the second, third and fourth floors, and the work of beautifying the ground floor is now being pushed. There are to be a number of changes made in the affairs of the house, and more attention is to be paid to doing strictly a drug business. The scientific department which the old house was noted for is to be kept up, and every effort made to continue it in the high standard that it has held for so many years.

SMALLPOX PREVALENT.

There is no abatement of the smallpox scare in this city, and each week the number of cases steadily increases. So far the disease has been confined to a few wards and certain localities, and the Board of Health has used every effort to keep it within the affected district. The recent epidemic of lockjaw in Camden, which was said to have been brought about by vaccine virus, has been shown that such is not the case, and that in all probability the disease is in the air. The manufacturers of vaccine points and virus were much interested in this subject, and it was through them that the matter was gone so deeply into. In this city the Board of Health has just notified the public that not only the pupils of the public schools, but those of the colleges, boarding schools and private institutions will have to have their scholars vaccinated. There has been a big demand for vaccine points, and the retail druggists are making a good thing out of it.

THE PHILADELPHIA COLLEGE OF PHARMACY

is endeavoring to infuse more life into the druggists, and besides having a regular monthly meeting at which various papers of a technical nature are read, has inaugurated a course of illustrated lectures, the first to be given on December 11 by Rudolph Blankenburg, his subject being "Japan as Seen With a Camera." On January 8 Dr. Samuel O. Schmucker will discourse on birds, his subject being "Little Brothers of the Air;" on February 12 Louis M. Haupt, member of the Nicaragua Canal Commission; subject will be "Inter-Oceanic Canals," and on March 12 Dr. Charles L. Mitchell will lecture on "Picturesque Holland."

On December 8 the regular monthly meeting of the trustees of the Philadelphia College of Pharmacy was held, but nothing outside of routine business was transacted.

THE PHILADELPHIA DRUG BOWLING LEAGUE MATCHES

are now going on, and there is a close fight between Ashenbach & Miller, Smith, Kline & French Company and Whitall, Tatum & Co. teams. The following table shows the number of games won by each member of the association, the number lost, the percentage and the game average up to December 2:

	Won.	Lost.	Per cent.	Game average.
Ashenbach	6	0	1.000	789
Smith, Kline.....	6	0	1.000	714
Whitall, Tatum.....	3	0	1.000	814
Wanderers	3	3	.500	635
Mulford	0	3	.000	623
Shoemaker	0	6	.000	677
Wampole	0	6	.000	590

MR. HYNSON ADVOCATES WOMEN IN PHARMACY.

At a recent meeting at the Philadelphia College of Pharmacy, Henry P. Hynson, of Baltimore, read a paper in which he said: "Every up-to-date druggist should have two women in his employ. Instead of a janitor the druggist should have a janitress, a woman who will do the laundry work of the store and see to it that all the linen is clean. The second woman should take care of all the bottles and pharmaceutical utensils and be responsible for their cleanliness. He will find that a woman thus employed is cleaner and quicker than a man and will break less dishes." Mr. Hynson, in referring to the superiority of the trained pharmacist over an apprentice as an aid in the store, said: "The day of the apprentice is past, and the pharmacist who does not appreciate the college trained phar-

macist has never employed one or is so incompetent that he cannot recognize his worth."

PHILADELPHIA NEWS NOTES.

Dr. O. S. Sprissler has bought the drug store at Eighth and Oxford streets which was formerly conducted by W. Preston Lutz.

Mr. Krouse has bought the store on Haverford avenue, above Forty-first street which was formerly owned by James C. Perry.

Samuel B. Davis, a former clerk for A. La Dow at Oak lane, has purchased the Weldemeyer Pharmacy, at Sixth and Snyder avenue.

Norman Conrad, who conducted the store at 135 Jefferson street, has secured a position with H. K. Wampole & Co., of this city, and is calling on local trade.

The Philadelphia Drug Company have been appointed the Philadelphia agents for Bauer & Black, of Chicago. The business of the Philadelphia Drug Company has increased so much that they are now looking for larger quarters.

O. M. Thumler, the assistant secretary of Bauer & Black of Chicago, recently called on the trade here, and he was found to be a very genial gentleman, who is thoroughly imbued with the superiority of the goods turned out by his popular house.

Clarence M. Kline, son of Mahlon N. Kline, was recently the winner of the second prize in the canoe race on the Kennebec River. Mr. Kline, sr., is also a devotee of the canoe, and it is rumored that he contemplates taking up canoeing as a permanent exercise.

Joseph W. England, who for many years was the head of the drug department at the Philadelphia almshouse, and lately connected with the H. K. Mulford Company, will on January 1 accept a position with Smith, Kline & French Company in their laboratory.

Polk Miller, a well-known druggist of Richmond, Va., and who has made a name for himself by his impersonation of colored songs and dances, entertained the Science and Art Club of Germantown on December 3. Mr. Miller is known throughout the country, and he is eagerly sought after.

Because a drug clerk had his suspicion he saved a life on November 21. Bertha D. Young entered a drug store at Eleventh and Arch streets on this day and demanded two ounces of laudanum. The clerk soon sized her up, and, instead of giving her laudanum, he gave her a two-ounce vial of colored water. The girl then drank the concoction, which did no harm, although she spent the night in a station house.

Fred. R. Farrow, of Farrow Bros., 290 Columbia avenue, will have to pay Miss Edith Boone \$25 for the privilege of squeezing her hand. Mr. Farrow was a drug clerk for A. La Dow, at Twenty-seventh and Oakford streets, in March, 1898, and boarding in the same house with him was Miss Boone. One day after he had finished his dinner he jumped up from the table and grasped the hands of the young lady, and remarked that she looked "glum." He squeezed her hand so hard, according to the testimony, that the bones of her wrist were fractured, and for a time it was feared that one of her hands would have to be amputated. She said for many months she could not play the piano or do anything which required the use of her injured members. The jury in Common Pleas Court No. 1 believed her and awarded her \$25 damages.

The Southern Wholesale Druggists' Association.

The Southern Wholesale Druggists' Association, which was revived at the Old Point Comfort meeting of the National Wholesale Druggists' Association, held a meeting at Birmingham, Ala., on December 5. The rebate plan was discussed, and steps taken toward bringing about a greater uniformity of terms.

Discussing Fire Insurance Rates.

A special committee of the drug trade section of the New York Board of Trade and Transportation held a meeting on December 4 in the board's rooms to discuss fire insurance rates and the regulations governing the storage of drugs and chemicals in warehouses in this city. The committee consists of John H. Stallman, of Stallman & Fulton; Albert Plant, of Lehn & Fink; Albert Bruen, of Bruen, Ritchey & Co.; John M. Peters, of W. J. Matheson & Co., and Philip S. Tilden, of the Franklin H. Kalbfleisch Company.

NORTH CAROLINA.

Depression in Business Due to Short Crops—No Failures Reported, But New Stores Are Being Opened—Life in the Old Land Yet—Queer Doings of a Negro Druggist.

(From our Regular Correspondent.)

Raleigh, Dec. 6.—The druggists of this State are going through the dullest period they have experienced in years. The fall months are always dull for our druggists, but the short crops this year and low prices of some products, notably cotton, has depressed all lines of business to some extent. However, business is improving somewhat and druggists are hopeful. No failures have been recorded and new stores are being opened—proof that "there is life in the old land yet."

STRANGE DOINGS OF A NEGRO DRUGGIST.

The doings of a negro druggist, Dr. Dillard, have furnished excitement for the people of Reidsville and vicinity for some weeks. He was raised in that locality and disappeared after the civil war. He claims that he made a snug little sum out of his drug business in Chicago, went to Australia and made a fortune. He lives like a lord since his return, but has been jailed for securing money by questionable methods. Only a few days ago he tried to negotiate Australian bonds said to be worthless. He is an odd character.

BRIEF NEWS NOTES.

Brooks & Whitley have started a new drug business at Black Creek.

J. F. Womble, Shelby, has sold his business to the Shelby Drug Company.

Miss Elizabeth Packard owns and conducts a successful drug store at Pine Bluff.

Thomas Simpson, late of Raleigh, has been licensed by the Virginia Board of Pharmacy.

Mr. Smathers has retired from the drug business at Waynesville and is succeeded by Grove & Underwood.

A new lodge of Elks was organized in Raleigh a few days ago. Several prominent druggists are charter members.

The New Drug Store has just been started at Waxhaw, capital \$2,000. Mr. C. Brown is president, D. A. Davis manager.

Messrs. Hugh Hackney, of Hackney Bros., and W. A. Mabby, with A. B. Matthews, all of Durham, were both married recently.

Charles Cole & Co. have purchased the drug business of Jesse Carter at Carthage and the last named has bought out W. A. Crabtree at Sanford.

The Owens Drug Company has been incorporated at Winston. Cornelia Bowers, Porter J. and Marlon Brown are interested. It is a strong concern.

J. M. Griffin, one of the most popular and successful druggists in the State, died at Rocky Mount last week. The business will be continued by W. A. May.

Burglars visited Edwards' pharmacy at Hamlet one night recently and stole a quantity of goods. Dr. A. J. Hunter has just opened a new drug store in that town.

R. H. Jordan & Co., Charlotte, is now a corporation. Mr. Jordan is president. Capital, \$15,000. Messrs. J. B. Alexander, Jno. M. Scott and others are interested.

R. L. Gardner, formerly of Murfreesboro, has purchased the drug business owned by Mr. Mahone at Hampton, Va., and is making a great success of it. H. O. Shannon, late of Goldsboro, has also transferred his allegiance to Hampton.

Rawley Galloway, of the Bobbitt-Wynne Drug Co., Raleigh, has returned from Reidsville, where his relatives reside. His mother died recently. She was a sister of ex-Governor Scales, of this State, and a lady possessing many excellent traits of character.

W. G. Thomas, of Louisburg, has sold his drug store to Messrs. M. K. & F. R. Pleasants, a good firm. Mr. Thomas this week purchased one of the stores owned by Bobbitt-Wynne Drug Company, in Raleigh, and will bring his family here. He is one of the most popular pharmacists in the State.

ILLINOIS.

Prof. Schneider Lectures on "The Evolution of Dress"—Achieves New Fame in Many States—A Highly Original Discourse—Exciting Election at the Chicago Drug Club—Drug Clerks' National Organization Gives a Reception.

(From our Regular Correspondent.)

Chicago, Dec. 3.—A lecture delivered before the students of the Northwestern University School of Pharmacy has brought Professor Albert Schneider fame in many States. Although the lecture was not on a pharmaceutical subject it had pharmaceutical surroundings and has attracted so much attention that an abstract of it, prepared by the professor himself, is printed here. Evolution of Dress was the topic, and Professor Schneider is surprised that sudden fame has been thrust upon him. He says he has delivered the lecture before but that the reporters failed to find him out. The only excitement it caused was in the mind of a richly dressed young woman who left the room when the lecturer said that big plumes on women's hats were traceable to the terrifying headgear of bear skulls and bison horns of the ancient savage. The lecture is highly original; the abstract follows:

OCCUPATION OF THE WEARER SEEN IN DRESS.

"The history of dress is as old as the history of man himself, and the evolution and development of dress has kept pace with the mental, moral and ethical development of the race. This being the case, it is possible, so to speak, to trace the ancestry of a dress or any of its parts and to form a fairly correct estimate of the characteristics and calling of the individual from a simple inspection of the clothing he habitually wears. The coachman, the policeman, the butcher, the nurse, the housemaid, the professional man, the farmer, the mechanic, the clergyman, the ward politician, the gambler, the tramp, the scholar, the poet, the musician, the artist, etc., etc., each wears a distinctive dress. Dress even expresses emotions; there is the somber dress of the mourner, the gay dress of society, etc.

EVOLUTION OF THE "PICTURE HAT" ?

"Dress may be divided into civil and military; the former, to satisfy the needs of protection against climatic conditions, as cold and heat, the latter the product of warfare. From the very first the civil dress has been modified by the military or martial dress. The early martial dress was intended to terrify the enemy rather than to protect the body, and we find that headgear of skulls of wild animals, horns of bison, fangs of wild boar and similar articles were used.

"The savages of the tropics initiated war painting, which gradually developed into tattooing and totemism, intended to create terror and awe in the enemy. Crests and plumes developed with the war dress for protection, as the helmet and armor. With the introduction of firearms the armor became worse than useless, though we find that the cuirassiers of Germany and Russia still wear steel helmets and cuirass or body armor. The modern military dress is largely to protect against climatic conditions, in that respect resembling the civil dress.

"The civil dress is the dress of fashion, but the influence of militarism is very marked. The silk hat and derby are directly traceable to the helmet. Collars, cuffs and starched shirt front are traceable to the steel armor. Divided coat tails are a comparatively recent innovation by the cavalry to induce one-half of the coat tail to hang on either side of the horse. The two buttons on the back of the coat were originally intended to hold up the sword belt. The buttons on the sleeve of the coat are no doubt traceable to the sixteenth century when very long sleeves were fashionable, which were buttoned back and used as receptacles for purse, gloves, handkerchief, etc.

THE DEVELOPMENT OF HOSE AND TROUSERS

was simultaneous. Hose is simply the elongation upward of footgear or sandal; trousers an elongation downward of the loin piece and trunk hose. Long, rather loose trousers were introduced by the infantry and are of recent origin. In 1814 the Duke of Wellington was refused admission to Almack's because he wore long trousers instead of knickerbockers and shoes with buckles. Knickerbockers held out very persistently and are still worn by young boys. Shawls, wraps, ulsters, cloaks and similar articles of dress are traceable to the Greek chiton and the Roman toga. The shirt, the vest, the jacket are traceable to the Roman tunic.

THE INTERCHANGE OF SEX IN DRESS.

"What might be called the interchange of sex in dress is very remarkable. Originally trousers were worn by women, as the women of Medes and Persia. When men began wearing the effeminate trousers women took up the manly robe. As the feminine dress tends to become masculine (bloomers, 'leg of mutton sleeves,' collars, cuffs, ties) the masculine tends to become feminine (very long tailed coats, shirt waists).

"At the present time the masculine dress tends toward utility—that is, bodily protection. In the feminine dress the decorative fancy is dominant.

"There have been and still are some very grotesque freaks of fashion. For example, there are the artificially malformed heads of the flat head Indians; the long finger nails and the deformed feet of the Chinese. We can all recall the ridiculous bustle, which was traceable to the hoop-skirt, crinoline and farthingale. There was the awful ruff collar; the enormous hat and head dress of the French and English ladies of quality of the sixteenth century. The modern evening full dress (?) is really immodest and disease inviting. The male evening dress is highly ridiculous.

SUGGESTIONS ON DRESS REFORM.

"In conclusion, a few suggestions on dress reform. Clothing should be of good material, fit snugly and yet permit free movement of body and limbs. Starched, stiff clothing should not be worn. Shoes should be large enough and porous like the rest of the clothing. Away with stiff hats and wear loosely fitting soft felt hats with moderately broad brims. Hair should never be cut short. Skirts should never be long enough to drag. They should extend to within three inches of the floor. Tight lacing in any manner or form should be made a criminal offense."

The next lecture in this series will be delivered by Wilhelm Bodemann December 6. His subject is The Burning Question. He will be followed by Dr. W. E. Quine, January 17. David R. Levy will speak February 7 on Law and the Druggist, and Thomas V. Wooten will discuss The Price Cutting Evil and How to Cure It February 28. March 14 Frederick R. Green is to talk on Landmarks in History of Medicine.

AN EXCITING ELECTION IMPENDING.

Members of the Chicago Drug Trade Club are going through all the motions of having an exciting election. Two tickets have been posted on the bulletin board and the members say it is up to the candidates to come around and see what cigars will do toward influencing votes. These tickets have been put up:

President—Albert B. Hunt.

First Vice-President—C. E. Matthews.

Second Vice-President—J. Walker Scofield.

Secretary—Harold Sorby.

Treasurer—B. T. Van Allen.

Directors—H. A. Antram, A. B. Hunt, James Stevenson, C. E. Matthews and Harold Sorby.

The other ticket is:

President—E. H. Buehler.

First Vice-President—C. E. Matthews.

Second Vice-President—J. Walker Scofield.

Treasurer—Romaine Pierson.

Secretary—Frank S. Hereth.

Directors—H. A. Antram, Arthur Dawson, Francis Keeling, Jr., S. T. Mather, C. E. Matthews and E. D. Kenfield.

(By Telegraph.)

Chicago, Dec. 5.—The election of officers by the Drug Trade Club resulted in the choice of the following:

President, E. H. Buehler; first vice-president, Charles E. Matthews; second vice-president, J. Walker Scofield; treasurer, Romaine Pierson; secretary, Frank S. Hereth; directors, H. A. Antram, Arthur Dawson, B. T. Van Allen, Jr., E. D. Kenfield, Charles E. Matthews and S. T. Mather.

PASSED THE STATE BOARD.

The following is a list of Chicago applicants who successfully passed the State examination for certificates as pharmacists and assistant pharmacists held recently: Registered pharmacists—L. F. Alexa, C. G. Glendenan, O. A. Donnelly, G. C. Fox, J. B. Galloway, R. Heller, C. G. Hennig, D. J. Hogan, J. A. Hottinger, M. K. Lelnofen, I. B. Kronberger, G. V. Morrison, R. E. Marquardt, F. J. Randack, C. Ramsdell, A. Roesch, C. H. Schmidt, B. O. Smith, G. E. Steyer, A. Shutan, O. K. Thomson, S. J. Watson, G. W. Worley and H. Zinn. Assistant pharmacists—A. E. Adams, S. D. Barry, O. J. Beermann, A. D. Edlund, L. Hyman, A. F. Jacobson, J. M. Kappus, H. Minchin, H. Vonobstfelder, Jr., W. F. Piel, A. A. Pavlik, E. J. Walta and W. E. Wednt.

THE NATIONAL ASSOCIATION OF RETAIL DRUG CLERKS

gave a most successful reception and dance at Washington Hall, 70 Adams street, last Saturday night. There were twenty dances on the programme and the affair was well attended. A delegation from the Chicago Retail Druggists' Association was present and there were a number of professors there from schools of pharmacy. The following officers had the matter in charge and are to be congratulated for their success:

President—Wallace E. Kotz.
Vice-President—Archibald Crouch.
Secretary—Paul G. Stahfeld.
Treasurer—Edward Civis.

Committee on Arrangements—W. E. Kotz, Edward Civis, Melvin Kleinfen, Archibald Crouch, A. Lofstrom, Rudolph Kleinfen, Paul Stahfeld, Edward Kenney.

The organization is reported as thriving and the members are very much pleased with the progress that is being made in their work.

CHICAGO NOTES.

F. Bibby has opened a new store at 1072 West Lake street.

Dr. George M. Silverburg has bought out C. H. Wagner at 1410 West Madison street.

John Schoenbrod has succeeded Emil Luehr at Marshfield avenue and Harrison street.

The store of B. W. Jacobus at Halsted and Grace streets has been closed by the sheriff.

A. F. Kiesel, manager for W. C. Scupham, at Wabash avenue and Randolph street, has succeeded Dr. G. A. Miller at 798 West Van Buren street. Dr. Miller will practice medicine.

W. B. Hart has sold his store at Sixty-third street and Madison avenue to Dr. Brower, who has been located at Twelfth street and Blue Island avenue. Mr. Hart and his wife are away on a hunting trip.

E. Von Herman, of the Reliance Pharmacy, and formerly of the South Side, has purchased the rights of the Lee Drug house in the same building. He is now doing all the prescription work for Dr. J. B. Murphy.

George F. Wisshack, who has had a busy stand at Halsted and Madison for many years, has purchased an interest in the Dale & Semple store. Mr. Wisshack started a store at La Salle and Washington streets and has become quite a factor in the downtown drug business in Chicago.

J. Hookaway has purchased from M. C. Smucker the old Smith & Yapple stock at Oakley avenue and Madison street and has moved it to Harrison street and Douglass avenue. Mr. Smucker has moved across the street into the Smith & Yapple store.

The Secretary of State has granted incorporation papers to Vosburgh & Co. The capital stock of the new firm is \$5,000 and it will manufacture soaps, perfumes and glycerin. The incorporators are: Ernest A. Vosburgh, Nellie G. Vosburgh and Walter R. Kirk.

A sale that will attract a great deal of attention among old timers took place here recently. It is the transfer of the old Lucian P. Cheney store, at Chicago avenue and Clark street, to A. Adamick. Mr. Cheney has been in this building for twenty years and his sign is one of the landmarks on the North Side.

Fresh attacks have been made against the Chicago Telephone Company in the Council. It is charged that the service is poor and a committee to investigate conditions is asked for. Strike sympathizers have cut many wires recently. They have climbed into distributing boxes and have spiked cables, often depriving druggists and other subscribers of service.

An interesting young pair walked into the pharmacy of Blood & Walgreen at 4134 Cottage Grove recently. They were Stewart Meminger, five years old, and Julia Ann Hunt, aged three. The young couple had decided to elope and had wandered through the streets hand in hand for six hours. Julia had been kept in the house and Master Stewart told her to put on her things and they would go and get married. They walked several miles and then got hungry. Mr. Blood fed the romantic pair on pie until the police arrived.

At Indianapolis recently 15 representatives of wholesale drug houses in the Ohio, Kentucky and Indiana Drug Association met behind closed doors. These meetings are held every three months, and it is said they are for the purpose of regulating prices and the distribution of territory, as well as to see that no member is disturbing fixed rates in proprietaries and other articles.

MISSOURI.

Activity of the Local Association—An Early Closing Movement—Still Investigating the Recent Deaths from Lockjaw—News and Notes of the Trade.

(From our Regular Correspondent.)

St. Louis, Dec. 2.—The Retail Druggists' Association of St. Louis is manifesting considerable activity at present. A big meeting will be held at the Arabian Knights, Jefferson and Clark avenues, on the evening of Wednesday, Dec. 4. This will be a combined business and social meeting. One of the principal objects of the meeting is to get the druggists together and consider what steps should be taken toward raising the scheduled price on certain preparations. The association has arranged to give a big ball at the Liederkranz Hall on the night of December 13.

AN EARLY CLOSING MOVEMENT.

The druggists of South St. Louis are endeavoring to put an early closing plan into operation. F. W. Sennawald, of E. A. Sennawald & Co., Eighth and Hickory streets, started the ball rolling last week. Several of the leading druggists of the South Side have been considering the matter for nearly a year. The plan is to get every druggist within the limits of Chouteau avenue on the north, Jefferson avenue on the west, the river front on the east and Carondelet on the south to close their stores at 9:30 p. m. every night except Saturday, beginning this year on December 25 and extending to May 1 next year. Over three-fourths of the druggists in this district have already been consulted and every one so far heartily indorses and enters into the agreement. The Drug Clerks' Society have had nothing to do with this movement, as they feel that any action they might take would perhaps block the carrying out of the plan, but they are sincere in their hope that the movement will be a success.

INVESTIGATING DEATHS FROM TETANUS.

The coroner has finished his investigation and rendered a verdict in the recent deaths from tetanus following the use of antitoxine manufactured by the Health Department of this city. He holds the entire Board of Health responsible, inasmuch as that department had charge of manufacturing the antitoxine. Health Commissioner Dr. M. C. Starkloff is very much dissatisfied with the verdict and claims it is not specific enough. He says it is not just to hold the entire board responsible. He believes the blame should be placed upon those through whose carelessness the mistake occurred. The Mayor and a committee from the City Council have taken up the matter, are reviewing the testimony and listening to some additional testimony not presented to the coroner and their decision will probably be final. In the meanwhile the relatives of some of the deceased children have employed lawyers and are threatening to sue the city for damages. There is one thing certain, it is a very badly mixed up affair and opinions as to the outcome of it are as numerous and varied as the people who give them.

ST. LOUIS NEWS NOTES.

Judd & Gontierman are opening a new drug store at Belt and Easton avenues.

Dr. John Frank has purchased the drug store at Belt avenue and Suburban road.

A new drug store is being opened at Elmbank and Neustead avenues. J. M. Nixon is the proprietor.

A. Williams has moved into new quarters across the street from his old stand at Fourteenth and Chestnut streets.

A. M. Soellner has resigned his position as druggist at the City Insane Hospital. His successor has not yet been appointed.

Henry Boardman, in charge of the paint department of the Meyer Bros. Drug Company, has gone to California to spend a six weeks' vacation.

J. A. Haupt is arranging to open a new store at Grand avenue and Connecticut street. He expects to give a house warming about January 1.

Dr. J. C. Falk has been elected secretary of the St. Louis College of Pharmacy to fill the vacancy caused by the resignation of William C. Bolm.

The engagement of A. H. Finke, of the Hoeffken-Finke Laboratory, to Miss Olga Bredemeyer, eldest daughter of the prominent Grand avenue pharmacist, has just been announced. The wedding will take place in the early spring.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, December 7, 1901.

THE business of the past fortnight in drugs and chemicals has been fairly up to the average volume for this season of the year, the trade appearing to be purchasing freely in most lines, with holiday goods in especially good demand. Unusual activity has prevailed among both importers and jobbers during the interval, attention being divided between preparations for the closing of the year and the pressure of current business. Present indications are favorable for a considerable extension of trade for the new year, and the statistical position of most lines is distinctly favorable to the holding interest, there being rumors of early advances in the prices of a number of leading articles, among them being quinine, cocaine and camphor; codeine has been already advanced. The market generally is characterized by a firm undertone, and there is nothing to indicate any pressure to realize upon the part of holders, except in the case of a few minor items. Grain alcohol has advanced in sympathy with the market for corn, and while quinine is held with considerable firmness, recent heavy bark shipments from Java have somewhat depressed the market. The higher prices for oil of peppermint have been steadily maintained, and it is reported that Western houses have been making purchases in the New York market. Opium continues weak and slow of sale, and we have to report a further fractional decline. Nitrate of silver has marked a further decline in sympathy with the price of bullion. The principal changes of the fortnight are shown in the following table:

HIGHER.	LOWER.
Codeine,	Cocaine,
Oil peppermint,	Opium,
Damiana leaves,	Ergot,
Menthol,	Silver nitrate,
Canary seed,	Lycopodium,
Angelica root,	Lithium carbonate,
Colchicum root,	Arsenic, white,
Oil citronella,	Staphisagria seed,
Balsam Peru,	Golden seal root,
Arnica flowers,	Calomel, English,
Guarana,	Hemp seed,
Tragacanth,	Gum benzoin,
Morphine,	Coca leaves, Truxillo,
Oil wintergreen,	Ipecac,
Thymol,	Acid, benzoic,
	Chamomile flowers,
	Gum Arabic,
	Oil almond, sweet,
	Oil sandal wood,
	Safrol,
	Orris root,
	Serpentaria root,
	Oil linseed.

DRUGS.

Alcohol has been advanced by the combination of producers to the range of \$2.55 to \$2.57 as to quantity, and the demand continues of satisfactory proportions. Wood is passing out in moderate volume on jobbing orders, at 60c for 95 per cent.

Aloin offers more freely and the tone of the market is

even, with dealers quoting 38c to 40c as to quality and quantity.

Arnica flowers have remained quiet, but the market appears steady upon the basis of 9½c to 10c, as to quality and quantity.

Balm of Gilead buds continue scarce and in demand, and nothing now offers under 40c.

Balsams of the various lines are quiet, and only a light jobbing business is reported. Copaiba is meeting with fair attention, the bulk of the sales being at 34c to 36c for Central American, and 45c to 47c for Para. Peru is selling in small lots within the range of \$1.35 to \$1.40. Tolu continues held with some show of firmness at 33c to 35c, while Fir is rather neglected at the moment, but quoted steadily at \$3.60 to \$3.75 for Canada, and 75c to 85c for Oregon.

Barks.—There have been no developments of special interest in this market since our last. Prices on most lines are more or less nominal. Wild cherry is said to be almost out of market.

Buchu leaves, short, are in demand, but large transactions are yet the exception, and such jobbing sales as come to the surface are making at 22c to 24c, as to quality, and the tendency is still downward.

Cacao butter marked a fractional advance at the recent London sales, but values have not been materially influenced in this market, the sales of bulk being at 32½c to 33c, and cakes in 12-lb. boxes at 38c to 40c.

Calomel, English, is lower in consequence of competition among importers, 90c being now named. Calomel of domestic manufacture is selling fairly, in a jobbing way, at the previous range of 86c to 88c.

Cantharides have ruled quiet during the fortnight, though the price remains at 62c to 65c for Russian, and 50c to 55c for Chinese, as to quality.

Cassia buds are without new feature of interest. Values are, however, well sustained at the previous range of 23c to 24c, as to quality.

Chamomile flowers are in moderate demand only, the transactions being wholly of a jobbing order, and values are a shade easier, Roman being held at 17c to 20c; German new crop, 17c to 24c, and Hungarian, new crop, at 12c to 15c.

Cinchonidine continues inactive, though no quotable change is observed in the price, which stands at 25c to 27c.

Coca leaves are lower in this market, though primary markets continue strong. We hear of sales of Truxillo at 21c to 22c, but Huanuco is unchanged and firm at 32c to 35c.

Cocaine muriate has sold lower despite the rumors of an impending advance. And one manufacturer now quotes at \$4.90, though it is intimated that sales have been made at \$4.85.

Codeine has been advanced by domestic manufacturers to the range of \$4.15 to \$4.40 for pure in bulk, and \$3.70 to \$3.95 for sulphate. The appreciation in value is said to be the result of an agreement among manufacturers by which the somewhat keen competition previously prevailing has been brought to an end.

Codliver oil is meeting with a good seasonable demand, but the stock is abundant and competition among dealers keen, which prevent any advance to a parity with quotations at producing points, the spot range being \$21.50 to \$27.00, as to brand.

Colocynth apples are selling fairly in a limited jobbing way at unchanged quotations, or say 36c to 40c for Trieste, and 15c to 16c for Spanish.

Cubeb berries have developed no new feature of consequence, either as regards price or demand. Sales at 10½c to 13c for whole.

Cuttlefish bone continues in firm position in sympathy with the foreign markets, but there has been no active buying and values are barely steady at the range of 21c to 22c for prime Trieste, 80c to 85c for jewelers' large, and 45c to 47c for small.

Damiana leaves have sold actively during the interval and the bulk of the cheap stock has been cleaned up. At the close there was little, if any, obtainable under 9c, while up to 11c was asked for the best grade.

Ergot has sold in a small jobbing way during the interval, but values are fairly well sustained at the previous range of 41c to 43c, as to quality and quantity.

Guarana has been in improved demand since our last, and prices have advanced to the basis of 75c.

Juniper berries of the new crop are offering for sale at the range of 2½c to 3c, as to quantity, with a fair movement of stock reported.

Lobelia herb is in limited supply and wanted, and holders generally have advanced their range to 11c for desirable grades.

Menthol is in somewhat limited supply and the market is firmer, with up to \$4.50 now asked, and the tendency is still upward.

Morphine continues in firm position and there is nothing offered below manufacturers' price, or say \$2.05 to \$2.15 in oz. vials, as to quantity.

Opium is only wanted in a hand to mouth way and the market is tame and featureless. We hear of occasional sales of case lots at \$3.00, and broken packages at \$3.05, but no special interest appears to be extended to the article and speculation is wholly lacking.

Quinine continues in fairly firm position and the movement from second hand is a little in excess of the ordinary, at the quotation of 26½c. Manufacturers quote steadily on the basis of 27c for bulk.

Saffron, Valencia, is offered a shade more freely, and while \$3.25 is the figure generally quoted, it is intimated in some quarters that a firm bid would be accepted at a shade less. American is nominally unchanged at 14c to 15c.

Thymol continues quiet and the tendency of the market appears in buyer's favor, with \$3.00 to \$3.10 generally quoted, and intimations given that the inside price could be shaded.

CHEMICALS.

Acetate of lime is in good steady demand, with sales of brown at 85c to 90c, and gray at \$1.25 to \$1.30.

Arsenic, white, is weak and unsettled, with recent sales at 3½c to 3¾c, though it is reported that values have appreciated in the London market.

Benzole acid, artificial, from Toluol, has declined, 37½c to 40c being now named, while natural from the gum is steady at 10½c to 11c.

Blue vitriol remains steady in price and the demand is of seasonable proportions, though manufacturers are not pressing goods for sale, owing to the unsettled state of the copper market and other conditions.

Boric acid is meeting with a fair jobbing inquiry at manufacturers' quotations, or say 10¾c to 11¼c and 11¼c to 11¾c for powdered.

Brimstone, crude seconds, is in firm position and prices are steady on the basis of \$23.75, ex vessel.

Chlorate of potash continues to meet with moderate sale and at steady prices; crystals quoted at 8¼c to 8½c, and powdered at 8½c to 8¾c, as to brand and quality.

Cream of tartar is at present the subject of somewhat keen competition among manufacturers, and while prices have not as yet been affected on jobbing orders, it is rumored that a lower range than the open quotation is being made for quantity lots. In a jobbing way sales are making at the range of 19¾c to 20c for powdered.

Nitrate of silver is affected by the lower prices for bullion, and leading manufacturers now quote at a decline to 88c to 89½c, as to quantity.

Nitrate of soda is a shade easier, and spot supplies are offering at \$1.90 to \$1.92½.

Quicksilver is quiet but steady on the basis of 66c to 66½c.

Tartaric acid is in steady, moderate demand at manufacturers' prices, or say 28½c to 29c, as to quantity.

ESSENTIAL OILS.

Almond, sweet, is easier, in sympathy with lower markets abroad and spot quotations for true have been reduced to 88c to 40c; peach kernel quoted at 20c to 23c.

Anise is attracting little notice at present, but the demand is up to the average, and the market retains a fair show of firmness, with the sales at \$1.22½ to \$1.30.

Bergamot is in good demand, and prices are firmly maintained in view of light supply; sales at \$2.00 to \$2.15.

Citronella appears to be working into stronger position, and the market is firm at the range of 19½c to 21c for drums, and 21c to 22c for cans.

Clove is without new feature of consequence, either as regards price or demand; quoted 57½c to 60c for cans, and 72½c to 75c for bottles.

Peppermint attracts increasing attention, and market values are hardening both here and in the country. Western, in tins, quoted at \$1.80 to \$1.90, and H. G. H. \$2.10. Supplies in second hands are offering at \$2.00 to \$2.05 for cases, but there is little stock of this kind on the market.

Safrol quotations have been reduced by leading manufacturers to 85c for round lots, but up to 88c is still named for jobbing quantities.

Sandal reflects the influence of competition among dealers, and recent sales have been at a decline to \$3.40 to \$3.75, as to quality and quantity.

Wintergreen is in demand, and firm at the range of \$1.60 to \$1.65 for natural.

GUMS.

Arabic continues to meet with moderate sale and at steady prices. First picked quoted at 34c to 37c; seconds, at 28c to 27c., and sorts, at 9c to 10½c.

Asafoetida, in jobbing quantities, is finding moderate sale at prices within the quoted range of 20c to 23c.

Benzoin, Siam, is a shade lower, being quoted at 40c to \$1.10, as to quality, but Sumatra is unchanged and firm at 26c to 34c.

Camphor is attracting considerable attention at the moment, and an early advance is looked for, the position of the refined article being regarded as very strong in view of the firm position of crude. Meanwhile sales are making at the range of 56c to 56½c, and 56½c to 57c for domestic refined in bbls. and cases respectively; foreign refined held at 62c to 64c.

Gualac is scarce, and the inside quotation has been further advanced to 20c, while up to 30c is quoted for choice quality.

Tragacanth, of the various grades, is maintained in very firm position, conditions abroad continuing favorable to holders. We quote the range of 70c to 75c for first Aleppo, 55c to 65c for seconds, 75c to 85c for first Turkey, 50c to 55c for seconds and 40c to 45c for thirds.

ROOTS.

Angelica is scarce and wanted, and 15c is now named as an inside quotation for American.

Berberis aquifolium is in limited supply, and holders now ask 9c.

Colchicum has advanced owing to scarcity, and holders now ask 8½c to 9c.

Ginger, Jamaica, is maintained at 10c to 12c, but trade momentarily appears to be limited.

Golden seal is easier, and offers at a fractional decline, or, say, 52c to 54c.

Ipecac is in better supply and easier, with Carthagens quoted at \$1.55 to \$1.60 and Rio at \$2.60 to \$2.70, and moderate sales are reported at this range.

Jalap is slow of sale, though the price is maintained at 12½c to 13c.

Lady's slipper sells very slowly, but the available supply is limited and values are well sustained on the basis of 18c to 20c, as to quality and quantity.

Orris, Florentine, has eased off a trifle, and holders now offer at 7½c to 10c; Verona held at 4½c to 5c.

Pareira Brava continues firm at 11c to 12c, as to quantity, and supplies are offered sparingly, owing to scarcity.

Senega is maintained with some firmness in the face of limited demand, quotations for Western being 53c to 55c.

Serpentaria is reported to be scarce in the country and held at the equivalent of 44c, though stock is still procurable here at 40c to 42c.

SEEDS.

Few changes of importance are to be noted in the market for druggists' seeds. While Kombé strophanthus is selling at \$1.25, the old price, the Hispidus variety has been reduced to 60c. Staphisagria is in better supply and the price has eased off to 75c, for whole. Russian hemp is lower, spot quotations marking a decline to 2½c to 2¾c, in sympathy with the foreign market. Poppy is lower, inside quotations having been reduced to 5c to 5½c, though up to 6c is still named in a jobbing way.

Welch's Grape Juice.

The Welch Grape Juice Company have done quite extensive advertising this year and are planning to double it next year. There is a steady demand for Welch's Grape Juice by the bottle the year round; there will be a greater demand this winter. See that you have a good stock of Welch Grape Juice before freezing. Write for special offer to place your order now. If you would like one of our self-pulling corkscrews send 6 cents in stamps or a label from a quart bottle, or two pint labels. Address the Welch Grape Juice Company, Westfield, N. Y.

For Cough Mixtures.

As the time is at hand when there is a demand for cough mixtures it will not be amiss to present a few suggestions whereby any special preparation of your own make may be distinctly improved. In place of opiates, which often dry up expectoration, disturb the digestion and render the patient uncomfortable and drowsy, it is desirable to employ heroin hydrochloride, one of the most efficient and popular cough sedatives of the present day. This drug relieves cough by its soothing effect upon the air passages, but does not interfere with expectoration, and in fact renders it easier by stimulating the respiratory muscles. Only very small doses, not more than 1-24 grain for adults, are required to produce a satisfactory result, thus making it a much cheaper remedy than morphine or codeine. Heroin hydrochloride has but few incompatibilities, comprising the alkalies, such as the carbonate of ammonia and the bicarbonate of sodium. On the other hand, it is completely compatible with the ordinary ingredients of cough mixtures, including the various syrups, chloride of ammonia, iodide of potassium, etc.

Summerville and Charleston, S. C., and Pinchurst, N. C., Sleeping Car Lines.

The Southern Railway announces effective December 1 the inauguration of daily Pullman Drawing Room Sleeping Car line between New York, Summerville and Charleston, S. C., and a tri-weekly service, Mondays, Wednesdays and Fridays, New York and Pinchurst, N. C. The winter tourist going South should consult the latest time cards of the Southern Railway, showing its superb service between New York and the South. Six daily through trains are now operated from Washington, offering most magnificent Pullman and Dining Car service, New York to Southern cities and winter resorts. New York offices, 271 and 1185 Broadway, Alex. S. Thweatt, Eastern passenger agent.

The Chattanooga Medicine Co.

Thousands of druggists who enjoy a lucrative trade in Wine of Cardui may not realize to what extent this popular woman's remedy is advertised. Besides scouring the territory from Wilmington, Del., to San Francisco, Cal., north and south, with competent traveling men, 5,000 newspapers are running the Wine of Cardui advertising. But this is only half of the publicity the Chattanooga Medicine Company, of Chattanooga, Tenn., the manufacturers of Wine of Cardui, are giving their medicines in order to secure the greatest amount of trade and profit for the jobbers and retailers. The following clipping from the Chattanooga News of November 19 will be interesting to druggists who are handling Wine of Cardui:

The Chattanooga Medicine Company has just finished printing and distributing its almanacs for the season of 1902. All the almanacs

were printed in the publication department of the company here and sent in carload lots to the agents at St. Louis, San Francisco, Memphis and New Orleans, from which points, besides Chattanooga, they were simultaneously expressed and freighted to individual addresses of jobbers, retailers and patrons.

There were in all about 15,000,000 of the 1902 almanacs, making 30 carloads.

In addition the company issued and distributed, for this season's business, at the same time, about 12,000,000 other books, pamphlets, etc., making about 25 carloads more.

This is a total of 27,000,000 pieces of literature issued and mailed all over the world by the Chattanooga Medicine Company for the business of 1902, approximately 2,200,000 pounds. The mailing list of the company is an immense one all the time, especially at this time when the annual distribution of almanacs is on.

This effort, year after year, has been appreciated by the trade, and the advertising is bringing such satisfactory results that building extensions on the Chattanooga plant are continually being made. At present a 100 x 50 feet new office building is being erected.

Wine of Cardui sales are increasing. Dealers are sending in larger orders and the medicine is becoming more and more widely known as a remedy that cures the diseases of women.

Honest Soda Fountains.

Poor old Diogenes, with his tub and lantern, looked long and faithfully for an honest man, with indifferent results. Many a soda water dispenser, to his sorrow, has purchased a soda fountain with a handsome exterior and realized too late that he had an elephant on his hands in the shape of a fountain which consumed tons of ice and gave indifferent re-



sults. There are, however, handsome soda fountains which are also good fountains. The beautiful insert of the Liquid Carbonic Acid Manufacturing Company, in this number, shows what handsome fountains they make, while the testimony of thousands of users shows how good they are. Write the Liquid Carbonic Acid Manufacturing Company, at Chicago, Cleveland, St. Louis, Buffalo or New York for announcement, mentioning this journal.

Of Value to Horsemen.

Do you turn your horses out for the winter? If so, we want to call your attention to a very important matter. Horses which have been used steadily at work, either on the farm or road, have quite likely had some strains whereby lameness or enlargements have been caused. Or perhaps new life is needed to be infused into their legs. Gombault's Caustic Balsam, applied as per directions, just as you are turning the horse out, will be of great benefit; and this is the time when it can be used very successfully. One great advantage in using this remedy is that after it is applied it needs no care or attention, but does its work well and at a time when the horse is having a rest. Of course it can be used with equal success while horses are in the stable, but many people in turning their horses out would use Caustic Balsam if they were reminded of it, and this article is given as a reminder.

THE KNIGHTS OF THE ROAD.

Notes of the Travelers Caught on the Fly.

Justin Keith, whose headquarters as Western representative of J. L. Hopkins & Co. is at Chicago, was in New York on his semi-annual visit recently, and on his way back was in the Wabash wreck. After telegraphing that he had lost everything but his life, he sent a long letter to his firm, giving many interesting and harrowing details of the dreadful accident. He wrote: "I am living to tell the tale, but have lost all my belongings, which were burned up in the fire after the wreck. I thank God, too, that I was able to assist eleven persons from the horrible fate of being burned to death in the fire which followed immediately after the wreck. Never while memory lasts can the horrors of last night be effaced from my mind."

Charles E. Keith, who represents Seabury & Johnson in Massachusetts and Rhode Island, recently paid a visit to Waterbury, Conn., where he had formerly been employed by the Apothecaries' Hall Company, to visit old friends.

Boston.—R. B. Ijams went the rounds of the down town establishments recently. He talked essential oils for Geo. Lueders & Co.

George C. Cook has been telling the dealers about his specialty, Phenalgin, and, of course, he is representing the Etna Chemical Company.

Rudolph Wirth has again been sending big batches of orders to E. Fougere & Co., of New York. He has been doing a good business.

L. M. Sessions came to this city a few days ago. His trip was in the interest of the Fraser Tablet Company, of New York, and was very successful.

W. D. Shattuck takes orders for syringes for Parker, Stearns & Sutton, of New York. He placed a large amount of goods on his last visit.

Buffalo.—The purveyor of Lundborg's Vio-Violet, Edward A. Coffin, is in Buffalo looking after business, which is, as usual, "as fine as silk." He has been sick for about a year and is now back on his old route for the first time. Everybody is glad to see him.

H. E. Morton, with the American Hard Rubber Company, who looks after the needs of the druggists as well as other customers in his line, spent some time here early in December, up to his eyes in business.

W. P. Smith, who appears to be something of a special favorite with the trade, looked in on the druggists during the first week of December, in the interest of Thurston & Braidich, vanilla importers.

Charles Siller, who was formerly with the house of Max Zeller has now engaged with Bruen, Ritchey & Co., but has gone on an Eastern route and has not visited Buffalo since the change was made.

Arthur C. Stallman, the representative of the Stallman & Fulton Company, closed November in the city, looking after his numerous friends and general customers.

John Gleichmann, salesman on the road for Rosengarten & Sons, has lately been with us. It is learned that he has lately taken permanent residence in the state of matrimony. The bride is a Baltimore lady, whose name has not reached the Buffalo public.

Charles J. Sohnl, the sponge and chamois man, in the interest of Loudon & Hill, spent some days in Buffalo lately and sold a goodly lot of his specialties.

Philadelphia.—S. H. Black, of Bauer & Black, of Chicago, recently paid us a flying visit. He was in charge of our old friend, C. W. Elston, who owns this territory.

R. Wirth is with us again and Fougere & Co. profit thereby.

Fred Fenno, of Wallace & Co., of New York, paid us his last visit for the year, but we live in happy anticipation of a visit from him early in the new year.

Cincinnati.—Clint Browning, a clever traveling salesman who sells fruit juices for Benton, Myers & Co., of Cleveland, is visiting at his old home in Maysville.

Dr. John Fremont Haynes, a popular salesman in the employ of Schieffelin & Co., of New York, and formerly of Cincinnati, has taken unto himself a bride and is living in Eden avenue, in the metropolis.

Frank Pike, one of the best known hustlers in the employ of Sharp & Dohme, of Baltimore, Md., has just returned from an extended trip to the East. He saw all the wonders at the Pan-American Exposition and also visited friends in New York.

Dick Johnson, a well-known traveling man who represents Merck & Co., was in the Queen City during the past week, taking orders and renewing his local acquaintance. Mr. Johnson is quite popular here.

Chicago.—J. F. Bruhm, one of Parke, Davis & Co.'s Wisconsin representatives, dropped in at the Chicago office about Thanksgiving time.

With the approach of the holidays it is expected that large numbers of the knights of the road will put in appearances at the home offices that are located here.

Alex. Harris, Johnson & Johnson's hustling representative, will soon leave for a visit to the factory at New Brunswick, N. J. Mr. Harris hopes to find the company's annual prize in his stocking Christmas morning. He has captured this much prized trophy twice already.

C. M. Phelps, who was formerly with the Londonderry Lithia Company and is now manager for Horlick's Malted Milk Company, Racine, Wis., was in town recently.

Dr. E. R. Larned is a new acquisition in the scientific department of Parke, Davis & Co.'s Chicago office. Dr. Larned was formerly of Joliet and made a specialty of bacteriological work.

St. Louis.—Edward Mitchel, in charge of the traveling salesmen for the Meyer Bros. Drug Company, says his firm will depart from the old rule this year and call but very few of their salesmen to headquarters during the holidays. He says that during the past year they have been having one or two men come in at a time, and gave them plenty of time and attention in posting up. He says this is far better than having twenty or thirty of them here during the rush of holidays, when there are so many extra things to look after.

J. J. Kernan is the new man representing the Moffit-West Drug Company in Arkansas.

Harry Physick, the well-known knight of the grip, who has represented the Meyer Bros. Drug Company for many years in the South, has decided to settle down and is manufacturing a line of proprietary remedies at Marietta, O.

A. J. Horlick, of Horlick Food Company, Racine, Wis., stopped in this city a few days on his way home to spend the holidays. He is the London representative of that firm.

Oscar F. Bousch has been placed in charge of the local office for the Searl & Hereth Company, of Chicago. For the past ten years he has been in the employ of the Mallinckrodt Chemical Works. He has done much detail work among the local druggists and physicians. He is personally well known and very popular among the druggists of the city, and it is generally conceded that this firm have made a very wise selection in filling the vacancy made when Mr. Gauss went to the main office.

Professor Lloyd's Satirical Writing.

Prof. John Uri Lloyd's second Sam Hill satire, entitled "The Wafted Wife of Sam Hill," appears in the Christmas (December) Criterion. This second satire is of particular interest to pharmacists and physicians, in that it touches facetiously many things in which they are directly concerned in a way that satire only can do. The article is dedicated to his lifelong, genial friend, Col. E. W. Fitch, of Parke, Davis & Co., who was so highly pleased with the first satire. As usual, Professor Lloyd's style is distinctly unique, vigorous and wholly free from the objectionable features which often mar satirical writings. Unquestionably Professor Lloyd has the promise of many high honors in his production of enduring fiction.

Expansion of a Drug Firm.

The Central Drug Company, of Detroit, is reported to be spreading out extensively. In October it purchased the Seeley Pharmacal Company, of 95-97 Woodward avenue, while on November 1 the stores of W. H. Burke & Co., 153-155 Grand River avenue, and W. H. Burke & Co., 291 Woodward avenue, were purchased. The Central Drug Store is to remain the general headquarters, while additional features will be a surgical instrument and sick room supply department, a specially equipped and private truss room, a thorough bacteriological and clinical laboratory, and a manufacturing laboratory. The Board of Directors of the company are: W. H. Burke, president; N. A. Tabor, treasurer, and R. L. Bailee, secretary.

Phenacetine Arrests in Detroit.

Five persons have been arrested in Detroit on a charge of counterfeiting the labels of Farbenfabriken and of selling phenacetine and other preparations in this country, the patents on which are held by this concern. It is stated that these arrests are simply preliminary, and that a number of suits will begin all over the United States against persons who have been handling phenacetine and other patented preparations in contravention of the rights of the Farbenfabriken. The Farbenfabriken are determined to prevent the sale in the United States of phenacetine, sulfonal, trional, etc., except through legitimate sources, and druggists who are offered these goods at reduced rates would save themselves much embarrassment by promptly declining to have any dealings whatever with the vendors of these goods, as they are likely to get themselves into serious legal entanglements by dealing with parties outside the regular lines of trade.

MINOR ASSOCIATION NOTES.

The druggists of Genesee County, N. Y., recently organized the Genesee County Druggists' Association as a branch of the National Retail Druggists' Association. The officers are as follows: President, F. T. Wilcox, Le Roy; vice-president, E. D. Reeves, Batavia; secretary, Edward H. Leadley, Batavia; treasurer, J. J. Patterson, Batavia.

The retail druggists of McLeod County, Minn., have organized an auxiliary branch of the National Retail Druggists' Association and have elected the following officers for the ensuing year: T. W. Hovorka, Silver Lake, president; E. P. J. Harms, Hutchinson, vice-president; Frank Kadlec, Glencoe, secretary; E. B. Greaves, Glencoe, treasurer.

A meeting of the druggists of the County of Wyoming, N. Y., was recently held in Warsaw and a county association formed, allied with the National Retail Druggists' Association. The following officers were elected: President, E. H. Parker, of Warsaw; vice-president, Charles E. Cushing, of Wyoming; secretary, J. C. Hofstetter, of Warsaw; treasurer, J. H. Watson, of Perry; trustees, George H. Bush, of Castile; Henry C. Lathrop, of Pike; J. J. Bliss, of Bliss; A. P. Disbrow, of Attica.

A county branch of the National Retail Druggists' Association was organized at Owosso, Mich., on October 3. The following are the officers: President, N. P. Leland, of Durand; vice-president, G. H. Greetenberger, of Perry; secretary, Will E. Collins, of Owosso; treasurer, N. Snyder, of New Lothrop; sergeant at arms and assistant secretary, S. E. Parkil, of Owosso.

The Luzerne County (Pa.) Association of Pharmacists met at Wilkes-Barre on September 9. This association is now the strongest percentage organization in the State, representing 90 per cent. Two papers, one on "Pharmaceutical Preparations" and another on "Our Association," were listened to with much interest, and several communications from the national secretary were read and received with enthusiasm. B. F. Maxey's resignation was accepted and W. T. Colborn, of Ashley, was elected president. F. S. Nagle, organizer and secretary, was elected as delegate to the national convention at Buffalo. A salesman's card was adopted and the Pharmacy Law Committee reported certain stores being illegally conducted.

For all purposes, other than internal use, the Lion D'Or spirit is an acceptable substitute for grain alcohol. This product is distilled by the Commonwealth Manufacturing Company, of Everett, Mass. Samples may be obtained upon application.

HINTS TO BUYERS

For white wood syringe boxes, or for any form of fancy wood box, the firm of Henry H. Shelp & Co., of Philadelphia, is headquarters. Samples and prices may be obtained upon application.

We invite the attention of our readers to the advertisement of Justus Brauer & Son, 248 North Front street, Philadelphia. This is one of the oldest cork houses in the country and they have always enjoyed a reputation for fine goods, full count and low prices.

The pharmacists who take pride in being able to fill up-to-date physicians' prescriptions should always have on hand a full supply of Cystogen, which is recognized as invaluable in diseases of the genito-urinary tract. In writing to the Cystogen Chemical Company, of St. Louis, for literature on the subject mention the AMERICAN DRUGGIST.

In these days of multifarious proprietaries the question of the satisfactory disposal of dead stock is apt to be a serious one to the average druggist. E. J. Moore, of 216 Front street, New York City, wants all druggists who have any dead stock on hand to send him a list of their unsalable patent medicines, with a view to exchange or sale.

The F. J. Stokes Machine Company, of Philadelphia, enjoys an enviable reputation in the field of tablet machine making. Everything from a small hand machine to a power machine may be obtained, and all their machines have been thoroughly tested with every sort of substance, and can be depended upon to do their work efficiently. Literature and price lists will be forwarded upon application.

An inexpensive and yet attractive method of advertising, especially suited to the holiday season, is by means of calendars and easel cards. E. B. Read & Sons, of Baltimore, Md., make these in large variety. Twenty-five cents in postage stamps sent to them will secure a number of handsome samples of these useful articles, and druggists would do well to take advantage of the offer in time.

The P. L. Abbey Company, of Kalamazoo, Mich., offers to send for the sum of \$4 four full pint bottles of strong fluid beef, a quantity sufficient for 350 cups of beef tea. As an extra inducement they will send free one-half dozen handsome cups for serving the beef tea in. The company should have many responses to this generous offer. When writing them a mention of the AMERICAN DRUGGIST is requested.

There is only a short time left in which to accept the liberal offer of the Garfield Tea Company, of Brooklyn, N. Y. This is a ten per cent. discount on all orders of \$24 and over, and five per cent. discount on all orders of \$12 and over. The company also agrees to send free half as many Garfield Headache Powders as are purchased. In writing for catalogue and terms druggists are requested to mention this journal.

D. Needham's Sons, of Chicago, claim to manufacture the best blood purifier known. Their red clover comes in both solid and fluid form and is said to be efficacious in cases of cancer, catarrh, salt rheum, eczema, rheumatism, constipation and all blood diseases. The attention of druggists is called to the fact that the firm will send on application a quantity of attractive advertising matter, which is always of service.

One of the best and most popular remedies for sore throats and colds is Gibson's Linseed Liqueur and Chlorodyne Cough Lozenges. This product is marketed by E. C. Rich, of 342 West Fourteenth street, New York, and is sold to the trade by the leading wholesale druggists. There is a profit of 100 per cent. in its sale at retail, and the goods are so attractively displayed in counter show cases that they sell very rapidly.

Prospective students of pharmacy should write to the Illinois Medical College at 61 Austin avenue, Chicago, for a prospectus. The college has opened a regular graduating school of pharmacy, the term covering two years and six months. Each session is divided into two terms of three months each, so that a student who is unable to take a complete continuous course can receive credit for whatever work is done.

If you are at all interested in photography you should send a 2 cent stamp to George J. Charlton, general passenger agent of the Chicago & Alton Railway, Chicago, Ill., and receive an illustrated pamphlet with a full account of the first exposure made with the largest camera in the world, which was constructed especially by order of the road to photograph the Alton Limited. The story is interesting. Mention this journal when you write.

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and PHARMACEUTICAL RECORD

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SUBSCRIBERS' DISCUSSIONS.

ONE of the most interesting and valuable features of the *New York Medical Journal* is its department of Subscribers' Discussions. As the title indicates, this consists practically of discussions by the subscribers to the *Journal*, in which short, practical answers are given to questions of interest to medical practitioners. Much practical and valuable information is obtained in this way from physicians in general practice, and the most abundant evidence of the appreciation of this new department of the *Journal* on the part of its subscribers is to be found in the columns of our contemporary. The subscriber who submits the most satisfactory answer to a given question is awarded a money prize, and the awards are made monthly, coincident with the publication of the successful paper.

Believing that the introduction of a similar feature in the AMERICAN DRUGGIST would be similarly appreciated by our readers, we have decided to start a department of Subscribers' Discussions, and shall announce the topics in advance, for the most part in the form of questions, and whoever among our subscribers answers the question in the manner most satisfactory to the editor and his advisers will receive a prize of \$10. No importance whatever will be attached to literary style, but the award will be based solely on the substance of the answer. In addition to publishing the successful essay, we shall publish the substance of such of the answers as seem to us most likely to prove interesting to our readers, and we reserve the right to publish any of the answers as original communications, but most of them will appear under the head of Subscribers' Discussions. The prize will not be awarded to any one person more than once within one year. It is our present intention to give out these questions once a month, and they will all be on subjects of interest to dispensing druggists.

The question for the first discussion is as follows: *What is the Best Method of Filing Prescriptions?* Answers to the first question must reach us on or before January 21, 1902, and we shall announce the award as soon thereafter as practicable.

REGISTER YOUR STORES.

REGISTRATION is required of every drug store in the State of New York, and every owner or manager should at once comply with the law by applying to the secretary of the section in which his store is located for the necessary blank forms.

AMEND THIS LAW.

ACTION cannot be taken too quickly for the repeal of that provision which was surreptitiously introduced into the Penal Code last year, whereby it is made unlawful to use liquid carbonic acid gas for the charging of fountains in premises occupied in part by persons for living purposes. It is claimed by some that the act is designed to protect from injury the occupants of tenements or dwelling houses, but the palpable intent of the law is to interfere with the use of carbonators in favor of the manufacturers of waters already charged and supplied in fountain tanks. Steps for the repeal of this obnoxious law should be taken without a moment's delay. This is a case where the pockets of pharmacists are touched, and the local associations are in a position to prove their usefulness to the druggists of the city by taking quick, vigorous and concerted action along the lines indicated.

If this measure remains in force it will saddle on the retail druggists of the State of New York an annual tax of approximately two hundred thousand dollars, this being the estimated difference between the cost of soda water made by use of compressed gas and of fountains charged by a manufacturer.

THE LADY AND HER HAIR.

TO Mr. Kiehl, a pharmacist of this Borough, we tender our congratulations. Having sold to a lady a hair dye, which turned the lady's hair green, instead of that particular shade of auburn which is so much admired on the Rialto, Mr. Kiehl was haled into court to show cause why he should not pay damages in a good round sum for the pain inflicted upon the lady's feelings by reason of the green hair. Fortunately for Mr. Kiehl he was most ably defended and was in a position to show that the development of the green color was by no means an unheard of consequence of the application of henna, the dye used in the case under adjudication, and he was therefore acquitted of all blame in the matter. Readers who have been delighted with the quaint adventures of Mr. Tittlebat Titmouse, in his endeavors to break into "society," will recall with keen pleasure the somewhat parallel incident (except that Tittlebat's hair was originally red and he desired it changed to the then more fashionable black) in the veracious chronicle of his history bearing the title of "Ten Thousand a Year." Mr. Titmouse, whose red hair was turned green by the application of the marvelous hair wash of unpronounceable name, did not hie him to the court as did the lady of these later and more litigious days, but quietly sat himself down within doors to await the operation of natural laws for the reversion of his hair to its pristine shade. Fortunate indeed is pharmacy that Mr. Kiehl's defense proved satisfactory in the eyes of the learned Court, for otherwise it would be painful to contemplate the possibilities of damage suits that might present themselves to add new terrors to a calling already girt about with many and grievous hardships.

THE PHARMACIST OF FICTION.

THE rarity with which pharmacists figure in fictional literature has been the subject of frequent comment by curious investigators within our own ranks. A fresh illustration of the truth of this observation is to be found in the paper by a Scottish pharmacist, the president of the Edinburgh Chemists' Assistants' Association, which we are enabled through his courtesy to print in full in this issue. Mr. Sclater has not attempted to give a catalogue of all the pharmacists in fiction, but has evidently confined himself to a study of the characters which have some bearing on matters of present day interest, of which, perhaps, one of the best examples is Tom Thurnall, the druggist character in Kingsley's novel, "Two Years Ago." Tom is a believer in the doctrines of Cobden and Bright—selling as cheap as possible and thereby creating the demand—and it is here that many of our readers who hold that the best way of suppressing the cutter is to fight him, so far as possible with his own weapons, will meet on common ground.

The attitude of several of the great masters of fiction toward pharmacy and its followers is clearly shown in the excerpts from their writings which Mr. Sclater has embodied in his paper—more clearly shown, perhaps, than the author of the paper was himself aware of. The picture is seldom a flattering one; for when the druggist is not made the butt and object of ridicule of the story, he is represented as a person of no fixed position in society, and often as a mere aper of the ways of characters who are supposed to occupy a higher place than himself in either the social or the professional scale.

Almost all of the studies of the pharmacist in literature which have come under our notice have related to the works of either British, French or German writers, and no attempt has ever been made, so far as we are aware, to estimate in this way the character of the pharmacist as he is viewed by American authors. We know that American novels of which pharmacists are heroes are extremely rare, and among the types of trades or professions few occur more sparingly than the pharmacist, but surely some apothecary worth his salt is to be found set forth to the life in the writings of at least some of our better known humorists. It is to be hoped that the publication of Mr. Sclater's paper will be an incentive to American pharmacists of literary tastes to set about the collection of material for an essay showing the position occupied by the pharmacist in American works of fiction, or how he stands as a "dabbler" in literature himself. Indeed we should like as many of our readers as feel inclined to send us brief notes giving precise reference to any data of this kind which may come to their notice, with a view to ultimate publication.

Well Pleased.

I am well pleased with your journal and find it of great use to me.

Darlington, S. C.

O. B. DAVIS.

COMPETITIVE FORMULAS.

THE following series of formulas received honorable mention in a recent AMERICAN DRUGGIST Prize Essay contest:

LILAC GLYCERINE LOTION.

Glycerin.....	8 oz.
Water.....	8 oz.
Sodium borate.....	drachms 2½
Extract purple lilac.....	sufficient to perfume

M. Color a light violet tint; put up in 2 oz. Blakes; label; sell for 25 cents.

ROSE EYE WATER.

Zinc sulphate.....	10 grains
Morphine sulphate.....	5 grains
Rose water.....	1 oz.

M. Retail at 25 cents.

HEADACHE CURE.

Acetanild.....	15 grains
Sodli bicarb.....	15 grains
Caffein.....	5 grains
Codeine sulphate.....	1¼ grains
Extract guarana.....	2½ grains
Extract rhubarb.....	2½ grains

M. Divide into ten powders. Put up three powders in an envelope and retail at 10 cents.

SALICYLATED TALCUM.

Salicylic acid.....	1 oz.
Talcum.....	50 oz.
Lycopodium.....	50 oz.
Powdered starch.....	25 oz.
Zinc oxide.....	10 oz.
Extract violet.....	sufficient to perfume.

M. Put up in tall paper, sprinkler top boxes; retail at 25 cents.

CHERRY PINE COUGH CURE.

White pine bark.....	1 oz.
Wild cherry bark.....	1 oz.
Balm Gilead buds.....	1 drachm
Sanguinaria.....	1 drachm
Sassafras.....	1 drachm
Chloroform.....	1 drachm
Alcohol.....	4 oz.
Water.....	4 oz.
Syrup.....	8 oz.

Reduce the drugs to a coarse powder and percolate with alcohol and water in equal portions until 8 ounces are obtained, then add the syrup and chloroform. Put up in 2 oz. panels to retail at 25 cents.

SOUTHERN AGUE REMEDY.

Tinct. eucalyptus.....	2 oz.
Tinct. serpentaria.....	4 oz.
Tinct. capsicum.....	5 drachms
Tinct. myrrh.....	5 drachms
Tinct. nux vomica.....	2 drachms
Quinine sulphate.....	60 grains
Elixir glycyrrhiza, qs.....	16 oz.

M. Put up in 4 ounce bottles to retail at 50 cents.

EXIT WORM SYRUP.

Fluid extract spigelia.....	5 oz.
Fluid extract burdock.....	2 oz.
Oil anise.....	10 minims
Oil caraway.....	10 minims
Syrup.....	8 oz.

M. Dose, a teaspoonful. Put up in 2 ounce panels.

CAMPBOR OINTMENT.

Camphor.....	1 oz.
Carbolic acid.....	1 oz.
Acid salicylic.....	2 oz.
Ichthyol.....	2 oz.
White wax.....	2 oz.
Sulphur.....	10 oz.
Zinc oxide.....	10 oz.
Pine tar.....	10 oz.
Petrolatum.....	20 oz.

M. Put up in 2 oz. tin boxes; sell for 25 cents.

BROWN'S BURDOCK AND POTASSIUM.

Potassium iodide.....	200 grains
Water.....	1½ oz.
Fluid extract burdock.....	2 oz.
Compound syrup sarsaparilla (U. S. P.).....	8 oz.
Syrup stillingia, enough to make.....	16 oz.

M. Put up in 12 oz. panel bottles.

TOOTHACHE BUSTER.

Chloral hydrate.....	1 drachm
Water.....	4 drachms
Tinct. aconite.....	15 drops
Chloroform.....	20 drops
Ether.....	20 drops
Alcohol.....	20 drops
Acetous tincture of opium.....	2 oz.
Oil cloves.....	2 oz.
Camphor.....	90 grains

M. Put up in 2 dram homeo. phials; retail at 15 cents.

JABORANDI AND RUM HAIR TONIC.

Quinine sulphate.....	65 grains
Tinct. capsicum.....	5 drachms
Tinct. cantharides.....	4 drachms
Fluid extract jaborandi.....	2 drachms
Distilled extract witch hazel.....	6 oz.
Sodium chloride.....	2 drachms
Alcohol.....	12 oz.
Ol rose geranium.....	enough to perfume
Water.....	enough to make 2 pints
Red saunders.....	enough to color

M. Put up in 4 oz. bottles to sell at 50 cents.

CINCHONATED PEPSIN.

Orange wine.....	20 oz.
Tinct. cinchona comp.....	7 oz.
Raspberry syrup (fruit).....	4 oz.
hydrochloric acid dilute.....	½ oz.
Pepsin.....	½ oz.

M. Filter; put up in 4 oz. bottles.

A WINTER SPECIALITY.

BY GEORGE W. HAGUE, PH.G.

CHAPPED HAND LOTION

Glycerin.....	2 oz.
Soap liniment, of each.....	2 oz.
Tincture arnica.....	1 oz.
Water.....	3½ oz.
Oil rose geranium.....	20 drops
Alcohol, sufficient to make.....	16 oz.

This preparation is sold in small quantities at 5 cents an ounce, and a great quantity is sold in this way. Our daily sales amount to several pints, and we are making a big hit. Our odd way of advertising and selling the lotion has had considerable to do with its success:

OUR CHAPPED HAND LOTION

IS NOT GREASY.

CAN BE USED AT ALL TIMES.

This legend is chalked on the sidewalk in front of the store, and is varied every few days, being careful to claim some special merit each time.

OUR MIXTURE FOR CHAPPED HANDS

CAN BE BOUGHT
IN SMALL QUANTITIES.

This method of advertising could be used to call attention to and sell almost any specialty.

THE PHARMACIST IN LITERATURE.¹

BY JOHN G. SCLATER.

Edinburgh, Scotland.

TO give anything like a comprehensive summary of all that is in literature relative to chemists—small and inadequate though their corner in literature is—would be impossible. Much more so, then, will this rambling account be commensurate with its title, for what with “narrow means” and a “limited horizon” and the inability to follow the Johnsonian dictum that a “young man must read five hours a day to acquire a great deal of knowledge,” I have not been able to read, collect, and arrange the material which I find is really necessary for such a paper.

I choose this subject for two reasons. First, by doing so I escaped, for a very good reason, the necessity of choosing a technical or ethical subject; secondly, because it presented a degree of novelty and passing interest, if not instruction.

THE EXCELLENT HABIT OF ANNOTATING.

It is only what I have come across in the course of very desultory reading, and being a chemist, any stray allusion to the art has had its attractions for me. Following a habit of some years of noting in fragmentary fashion all of such interest has given me a little material, although perhaps woefully inadequate for this occasion. Lamb says of Coleridge, whose notes and annotations on a lent book were often more valuable than the book itself, “Lend thy books to S. T. C. . . . he will return them with usury enriched with annotations tripling their value.” It is a habit I would recommend to the younger members of this association who have treacherous memories; and who has not, to read “pencil in hand” even when reading a novel—that is to say, of course, if the novel is worth reading. We cannot triple their value like Coleridge, yet we can humbly note that which arrests us, and I can promise you that a glance back at such notes will furnish you with many a delightful retrospect, and you will often bring back a whole train of thoughts which had until then lain dormant in the mind, and but for that casual glance at the old note book may have been entirely forgotten.

I said the subject was beyond a comprehensive summary, for no sooner shall I cite samples of pharmacists in literature than to each of you different examples will be brought to your mind in your own reading. Nay, ere I have finished one each of you will anticipate me with a better illustration. In the matter of telling a joke a man laughs not so much at your joke as at one of his own yours has brought to mind, which he means to tell whenever, or ere ever you have finished yours. Watch how a man says, “That reminds me.”

THE PHARMACIST IN FICTIONAL LITERATURE.

It cannot be denied—let us try never so hard to explain—that the chemist [pharmacist] does not figure brilliantly in fictional literature. Nay, it must be admitted that in the novels dealing with the latter half of the eighteenth century and the earlier half of the nineteenth century he has been portrayed in a very ludicrous light; a butt for the gibes and jeers of almost all our novelists, when not that the chemist and his simples or drugs are used as a literary device—the fulcrum on which the story turns. In the fictional literature dealing with an earlier date the alchemist, from a novelist's point of view, was a name to conjure with, a word pregnant with romance

and mystery, although also often a source of ridicule. The chemist and druggist, as we know him, can hardly be said to have entered into fictional literature yet. It is the poor apothecary who comes in for all the ridicule. The apothecary is to the novelist what the doctor in court is to the lawyer—a thing to be made game of. We all know how a lawyer loves to browbeat the doctor; twist and quibble smartly with their often conflicting evidence. Yet we also know that the same lawyer is not the man to weigh up and judge adequately the professional capabilities of the doctor, although, for the sake of his case, he may attain a temporary ascendancy through glibness of tongue. So with the novelist when he introduces into his story a chemist simply to poke fun at. The chemist as a man primarily is nothing to him. Crafts and trades are too plebeian for many novelists. Trades scarcely ever enter with the principal characters. Scott mentions trades more than most novelists, as for instance, “the worthy glover,” or “the stalwart smith,” etc.; but then there is always an air of antiquity about them that takes away all that may savor of the low born. Also, Thackeray, the most realistic of all our novelists, who portrayed life as it was and did not despise the trivial round of each day, whose stories have no immaculate heroes, gives in his history of Pendennis a delightful sketch of the pedigree of Arthur Pendennis, who is the titular hero of the story. John Pendennis was an apothecary during the Regency of George the Magnificent, in a “humble little shop surmounted with a gilt pestle and mortar in Bath.”

THE ASPIRATIONS OF THE EIGHTEENTH CENTURY APOTHECARY.

With inimitable satire Thackeray shows the successive steps by which this obsequious, laboriously polite apothecary ultimately achieves to be what was his secret ambition—a gentleman. A gentleman with a family pride and pedigree traced back to the age of the Druids, and who “intermarried with the Normans at a very late period of the family existence.” This is an exact portraiture of the aspirations of most of the apothecaries of the eighteenth century. On the social life of that century Thackeray was an authority, as his novels and sketches show. Again, in “The Newcomes,” we read of an apothecary being knighted, much to the disgust of Ethel Newcome, who had ardently wished that the knighthood had gone to her dear old uncle, Colonel Newcome. “When little Egbert took hold of your sword, uncle,” she says, “and asked how many people you had killed, do you know, I had the same question in my mind; and I thought when you went to the Drawing Room perhaps the King would knight him. But instead he knighted mamma's apothecary, Sir Danby Jilks—that horrid little man—and I won't have you knighted any more.” “I hope Egbert won't ask Sir Danby Jilks how many people he has killed,” says the colonel, laughing, but thinking the joke too severe upon Sir Danby and the profession, he forthwith apologizes by narrating many anecdotes he knows to the credit of surgeons.

SINISTER CHARACTER OF THE DRUGGIST IN FICTION.

As I said before this digression, which I hope you will pardon, it is not the druggist that attracts the novelist primarily, but it is his drugs. So long as drugs have the power of swift despatch, so long will they be the means and implements in the novelist's hands for the development of the story. It is generally on the villainous side of the tale that the drug enters. In such cases the chemist, that is to say, if he accompanies the drug, is an accomplice of the villain or clique of villains, and often the hireling. Consequently, he has invariably a sinister character. He appears for a moment on the canvas of the

¹ Read before the Edinburgh (Scotland) Chemists' Assistants' and Apprentices' Association, October 30, 1901, and contributed by the author for publication in the AMERICAN DRUGGIST.

story; his drug has worked the desired effect, and he disappears again. But the novelist, as a rule, has not that technical knowledge of the art and craft of pharmacy to be able to portray the chemist as a sustained character to the life. That would require a novelist born in the profession. We have all noticed what farces some of the fictional chemists are. And when it comes to poisons, truly the chemist has the last and best laugh at the novelist. There is always a mysterious bottle as a rule, elaborately chased with some symbolic filigree work. It would be well for us to copy some of these designs for our poison bottles. It would give us an air of erudition and add to our symbolic cabalistic characters, of which we have more than half of us understand. This bottle contains a still more mysterious liquid, generally colorless and tasteless. Observe how non-committing and delightfully vague. This magical liquid, when a single drop touches the lips, is either instant death or a new lease of life, with renewed vigor and luster added, just as the story requires. When the author does deign to mention in a vague manner the character of the drugs, mistakes are apparent and often flagrant. All authors have a smattering of law or have legal advisers. Law is a general thing, and enters into every one's life, but pharmacy is a technical thing, and is shied clear of consequently. That does not, however, debar it from being used as a literary device.

THE MANTUAN APOTHECARY.

In this respect, besides giving an element of mystery to the story, it is very important. A drop of poison administered at the fit and proper moment changes the whole trend of the story. I need not dilate on this fact. Shakespeare himself uses it as a literary device in the Mantuan apothecary in "Romeo and Juliet." In some twenty lines he has portrayed the apothecary as he was then as not unlike in some cases the apothecary of to-day:

"With overwhelming brows
Culling of simples
"A beggarly account of empty boxes, etc.,
Were thinly scattered to make up a show."

He is approached by Romeo for a poison.

"My poverty but not my will consents,"

pleads the apothecary. There lies the fatal error into which the poor apothecary falls. When reading over this scene we are apt to forget to apply the great moral lesson which Romeo inculcates as he pitches the gold at the apothecary:

"There is thy gold, worse poison to men's souls,
Doing more murders in this loathsome world
Than these poor compounds that thou may'st not sell.
I sell the poison, thou hast sold me none."

De Quincy tells us in his "Confessions" how Coleridge, when free from the influence of opium, hired "men—porters, hackney coachmen and others—to oppose by force his entrance into any druggist's shop. But as the authority for stopping him was derived simply from himself, naturally these poor men found themselves in a metaphysical fix," and he goes on to describe the kind of argument that passed between Coleridge, when the craving was on him, and his hirelings. It is amusing and pathetic. Our reading—I am not talking of that which we have to read—our reading is for instruction as well as amusement, and if we read so, we are bound to ask ourselves where was the druggist as a power to be reckoned with in Coleridge's case—I had almost said a moral power.

In Shakespeare's plays we find innumerable allusions to plants, animals, and minerals as drugs. The poison that was poured into the ear of the King of Denmark,

Hamlet's father, is supposed to be the juice of the tobacco plant, which was held in great disrepute in Shakespeare's time. The incantations over the boiling caldron and the enumeration of the ingredients thrown into it by the witches in "Macbeth," is a veritable pharmacopœia. It is certainly not entertaining, but fearsome and awful, and is no exaggerated summary of the drugs that were used even in Shakespeare's own time. But the Mantuan apothecary stands out pre-eminent and quite sufficient for us.

I read this rather interesting paragraph in the London letter of the *Scotsman* the other day: "Mr. Phil May, at work again with his pencil after a somewhat severe illness, is about to come before the public in a new guise. He is going on the stage, a career that had attractions for him since his boyhood. A company has been formed, financed chiefly with the object of giving him an opportunity, and it will next month open in one of the London theatres. The first play will be 'Romeo and Juliet.' The leading characters Mr. Phil May will leave to others. He will make his debut as the apothecary. Could the character be in worse hands? A caricaturist of his caliber.

THE APOTHECARY OF SCOTT'S NOVELS.

Sir Walter Scott's novels teem with mystery, alchemy, and superstition. The talisman is an amulet used by the Saladin who plays the part of physician with success in the story. "The water in which it was dipt operated as a styptic, as a febrifuge, and possessed several other properties as a medicinal talisman." This talisman has a wonderful history. It was given to Sir Simon Lockhart, of Lee, by a Saracen matron as the price of the liberty of her son. This same Lee penny, as it was called, was shown at a meeting of the Scottish Society of Antiquaries in April, 1861, during a communication by Sir James Young Simpson "On Some Scottish Magical Charm-stones or Curing Stones." Then we have Wayland Smith in "Kenilworth." But the one I wish to draw your attention particularly to is Henbane Dwining, Pottingar, in the "Fair Maid of Perth." Pottingar is an old Scotch word for apothecary. This Henbane Dwining is the nearest approach to a chemist in all Sir Walter Scott's characters. The chemist was not, then, so we must look to the alchemist, the leech, and the apothecary as supplying his place. What a specimen of humanity this Dwining is. I cannot do better than give you a few of the epithets that occur in the book on the Pottingar. "A sneaking varlet," "That venomous Pottingar," "A malignant tale-bearer," "The Pottingar willfully desires to show himself timid, poor-pirited, and humble to conceal the danger of his temper. The adder is not less deadlier than he creeps under a stone." "There is more danger in yonder slight wasted anatomy than in twenty stout fellows like yourself;" "But thou knowest that the potter-carrier ever speaks one language with his visage and another with his tongue." A scoffer at religion. An atheist who in his last moments scouts at the mention of a confessor. "Yes," said Dwining scornfully, "refer

¹ Allow me at this point to explain somewhat this word pottingar. In Jamieson's Scottish Dictionary we find: Pottingar, an apothecary; pottingry, the work of an apothecary; potigaries, drugs; and to support these he quotes from certain old poems and manuscripts which, to a somewhat degenerate race—as regards language at least—of Anglified Scotchmen, are very interesting and amusing, there is such a plain-spoken gullelessness about the style. Here are some of his quotations:

"For harms of body, hands or held,
The pottingars will purge the pain,"
And again, from Archbishop Hamilton's Catechism, 1551, he quotes this:

"All pottingaras quhilk takels sileur for eull and rotten stufe and droggaris can nocht be excused fra committing of thift."

The poor apothecary seems even in 1551 to have been looked upon suspiciously. Dunbar, the poet, who flourished in James IV's time, and was supposed to have been killed at Flodden, has this:

"In pottingry he wrocht grit pyne,
He murthered mony in medecyne."

myself to a greasy monk who does not understand the barbarous Latin he repeats by rote, such would be fitting counsellor to one who has studied both in Spain and Arabia." In this last remark Dwining shows intolerable egotism. Most men are inclined to be egoists, but chemists—perhaps from the exclusive nature of their business—have, I think, just a little more than their share, as a class. I throw this out tentatively. By these few epithets you see Henbane Dwining far better than I could describe him. A man without one redeeming quality. While dressing a wound he enjoyed seeing the pain he gave to his patient. An almost inconceivable character were it not for the fact that he was conceived for the story's sake, and not the story for his sake, which makes all the difference. Here is his end:

"You see this trifling implement," said the criminal (Dwining), showing the silver pen. "By means of this I can escape the power even of the Black Douglas."

"Give him no ink or paper," said Balveny, hastily, "he will draw a spell."

"Not so, please your wisdom and vallancy," said Dwining, with his usual chuckle, as he unscrewed the top of the pen, within which was a piece of sponge, or some such substance, no bigger than a pea. "Now mark this," said the prisoner, and drew it between his lips. The effect was instantaneous. He lay a dead corpse before them, the contemptuous sneer still on his countenance. Lord Balveny was for a moment stupefied, and then exclaimed, "This may be glamour. Hang him over the battlements, quick or dead. If his foul spirit hath only withdrawn for a space, it shall return to a body with a dislocated neck."

DICKENS' PORTRAYAL OF THE DRUGGIST.

In Charles Dickens we get a different aspect of the chemist. There is always something so grotesquely whimsical which tickles our risible faculty in Dickens' style of portrayal of character. Being so keen an observer, he seems to bring out the peculiarities and idiosyncracies, not only of his characters, but also of the craft to which they belong. To talk somewhat pharmaceutically, I would venture to say that in the case of Bob Sawyer and Ben Allen he is effervescently funny. That is, Dickens' humor, and more particularly his sense of fun, is so exuberant that it bubbles over, and for the moment is irresistible, but soon passes away. Thackeray's humor is of a finer quality.

First, let us turn to the poor chemist who is summoned as jurymen in the case of *Bardell vs. Pickwick*

"I beg the court's pardon," said the chemist, who was a tall, thin, yellow visaged man (the chemists in fiction are all yellow visaged, sallow, atrabilious looking creatures). "I beg the court's pardon, but I hope this court will excuse my attendance."

"On what grounds, sir?" said Mr. Justice Stareleigh.

"I have no assistant, my lord," said the chemist.

"I can't help that, sir," replied Mr. Justice Stareleigh, "you should hire one."

"I can't afford it, my lord," rejoined the chemist.

"Then you ought to be able to afford it, sir," said the judge reddening, for Mr. Justice Stareleigh's temper bordered on the irritable and brooked not contradiction.

"Swear the gentleman," said the judge, peremptorily. The officer had got no further than the "You shall well and truly try," when he was again interrupted by the chemist.

"I am to be sworn, my lord, am I?" said the chemist.

"Certainly, sir," said the testy little judge.

"Very well, my lord," replied the chemist, in a resigned manner. "Then there'll be murder before the trial's over, that's all. Swear me, if you please, sir," and sworn the chemist was before the judge could find words to utter.

"I merely wanted to observe, my lord," said the chemist, taking his seat with great deliberation, "that I've left nobody but an errand boy in the shop. He is a very nice boy, my lord, but he is not acquainted with drugs, and I know that the prevailing impression on his mind is that Epsom salts means oxalic acid, and syrup of senna, laudanum. That's all, my lord." With this the tall chemist composed himself into a comfortable attitude, and, assuming a pleasant expression of countenance, appeared to have prepared himself for the worst.

This is interesting, because even to-day it is a grievance in Scotland. In England a pharmaceutical chemist is exempt from jury service, but not so in Scotland.

SAWYER'S, LATE NOCKEMORF'S.

Bob Sawyer was more of a surgeon apothecary. "Pickwick" was written in 1836-37. But though leaning more to the medical side—and we make the faculty a free gift of all such Bob Sawyers—yet he kept an open shop, at least, for a very little time, and that is sufficient for us. We really could not pass over the diverting episodes that occurred in his back shop. Chapter 38 in "Pickwick" is a fine chapter for chemists. The introduction of Mr. Winkle into Bob Sawyer's shop is too long to relate here. It is with difficulty I cut down this illustration. It is so full of good things:

"And a very snug business you have, no doubt," said Mr. Winkle, knowingly.

"Very," replied Bob Sawyer. "So snug that at the end of a few years you might put all the profits in a wine glass, and cover 'em over with a gooseberry leaf."

"You cannot surely mean that?" said Mr. Winkle. "The stock itself—"

"Dummies, my dear boy," said Bob Sawyer; "half the drawers have nothing in 'em and the other half don't open."

"Nonsense," said Mr. Winkle.

"Fact—honor!" returned Bob Sawyer, stepping out into the shop and demonstrating the veracity of the assertion by divers hard pulls at the little gilt knobs on the counterfeit drawers. "Hardly anything real in the shop but the leeches, and they are second-hand."

"I shouldn't have thought it," exclaimed Mr. Winkle, much surprised.

"I hope not," replied Bob Sawyer, "else where's the use of appearances."

Bob Sawyer asks Benjamin Allen to produce the patent digester, and so the brandy bottle makes its appearance. While discussing it they relate to Mr. Winkle their novel way of advertising.

"He leaves it all at the wrong houses," Mr. Winkle looked perplexed and Bob Sawyer and his friend laughed. "Don't you see?" said Bob. "He goes up to a house, rings the area bell, pokes a packet of medicine without a direction into the servant's hand, and walks off. Servant takes it into dining room, master opens it and reads the label: 'Draught to be taken at bed time, pills as before, lotion as usual. The powder. From Sawyer's, late Nockemorf's. Physicians' prescriptions carefully prepared,' and all the rest of it. Shows it to his wife. She reads the label, it goes down to the servants, they read the label. Next day, boy calls, 'Very sorry, his mistake, immense business, great many parcels to deliver, Mr. Sawyer's compliments, late Nockemorf.' The name gets known, and that's the thing, my boy, in the medical way. Bless your heart, old fellow, it's better than all the advertising in the world. We have got one four-ounce bottle that's been to half the houses in Bristol, and hasn't done yet."

"Dear me, I see," observed Mr. Winkle; "what an excellent plan!"

"Oh, Ben and I have hit upon a dozen such," replied Bob Sawyer, with great glee. "The lamplighter has eighteen pence a week to pull the night bell for ten minutes every time he comes round, and my boy always rushes into church just before the psalms, when the people have got nothing to do but look about 'em, and calls me out, with horror and dismay depicted on his countenance. 'Bless my soul,' everybody says, 'somebody taken suddenly ill. Sawyer, late Nockemorf, sent for. What a business that young man has.' Of course, all this is very unprofessional, but that is a detail.

One last glance at Bob Sawyer. He is called to the front shop to dispense some of his second-hand leeches, during which time his friend, Ben Allen, through the influence of the brandy, indulges in a little maudlin sentimentality to Mr. Winkle. They dine on a meat pie, from the baker's shop, "the beer being served up," as Mr. Sawyer remarked, "in its native pewter." "After dinner Mr. Bob Sawyer ordered in the largest mortar in the shop and proceeded to brew a reeking jorum of rum punch therein, stirring up and amalgamating the material with a pestle in a very creditable and apothecary like manner. Mr. Sawyer, being a bachelor, had only one tumbler in the shop, which was assigned to Mr. Winkle as a compliment to the visitor, Mr. Ben Allen being ac-

commodated with a funnel with a cork in the narrow end, and Bob Sawyer contented himself with one of those wide-lipped crystal vessels, inscribed with a variety of cabalistic characters, in which chemists are wont to measure out their liquid drugs in compounding prescriptions."

DICKENS' FAMILIARITY WITH POISONS.

I think you will see by the above extracts that Dickens' knowledge of the pharmacist, both at the counter and behind the scenes, was no ordinary one. He betrays a knowledge that is only got by being behind the counter in some way or other. Dickens' early life, as you know, was a very hard one. I have not been able to find out if he ever was an apothecary's boy during that dismal period of his life. He was certainly in worse straits and employment, as, for instance, in the blacking manufacturer's. Certainly such detail could only be given after close and intimate observation reflecting on this point. I remembered the other day that Jonas Chuzzlewit poisons himself. I looked the passage up to see how Dickens treated that scene. I was delighted to find this:

He tried to hang himself, but was caught in time. The officers take him to prison in a coach, "and happening to pass a fruiterer's on their way, the door of which was open, though the shop was by this time shut, one of them remarked how faint the peaches smelt.

"The other assented at the moment, but presently stooped down in quick alarm, and looked at the prisoner.

"Stop the coach! he has poisoned himself! The smell comes from this bottle in his hand!"

"The hand had shut upon it tight. With that rigidity of grasp with which no living man in his full strength and energy of life can clutch a prize he has won."

There is a real artistic touch by introducing that fruiterer's shop, and by it letting us know the drug that did the fatal deed without mentioning its name.

KINGSLEY'S TYPE OF APOTHECARY.

Now I will introduce quite a different type of man. Henbane Dwining is an inconceivable character. Bob Sawyer—or Sawbones, as Sam Weller called him—is a type of the roystering, bibulous, ne'er-do-weel that is not unknown, if we must look facts in the face, in the drug line. But Tom Thurnall, in Kingsley's novel, "Two Years Ago," we might all do well to copy. Kingsley describes John Briggs, Tom Thurnall's co-apprentice, thus: "One glance at his face was sufficient to tell that he was moody, shy, restless, perhaps discontented, perhaps ambitious and vain." This John Briggs was also the son of an apothecary, and we are told was with difficulty kept from running away from his father's place, and from the general practitioner's, Mr. Bolus, under whom John Briggs fulfilled the office of co-assistant with Tom Thurnall. Tom was different. Bolus says of him: "In hours, sir, he takes care of my business as well as I could myself; but out of hours, sir, I believe he is possessed by seven devils." John Briggs was "too proud to learn his business. He made perpetual mistakes in the shop, and then considered himself insulted by an inferior spirit if poor Bolus called him to account for it." It would take too long to compare these two men, for in the story they are meant to be so. It would be impossible, but by reading the story, to show how differently they succeed in life. The one is entirely unconscious of self, and is liked by every one; the other can never get away from self, and becomes a bore. It is very interesting to read of Tom Thurnall in Dr. Heale's shop. The old doctor is a drunkard, and his wife a laudanum drinker. We read that the shop was filthy—how could it be otherwise? The counter was quarter of an inch deep in deposit of every vegetable and mineral matter. He first starts by cleaning it. He

scars Mrs. Heale from the laudanum bottle, and with infinite tact "bosses" the old doctor in a brusque, though not impudent, manner. At another time we find him massing pills, when his old co-apprentice and enemy appears on the scene as Elsley Vavasour, who has now developed into a poet. I would fain enlarge on this, but dare not for time. Allow me to quote one sentence which will be of interest, and possibly worth discussion:

A DRUGGIST'S APPLICATION OF THE PRINCIPLES OF COBDEN AND BRIGHT.

"Heale . . . could not deny that the young man was a very valuable young man, if he wasn't given so much to those new-fangled notions of the profession."

"By which term Heale indicated the, to him, astounding fact, that Tom charged the patients as little, instead of as much, as possible, and applying to medicine the principles of an enlightened political economy, tried to increase the demand by cheapening the supply."

"Which is revolutionary doctrine, sir," said Heale to Lieut. Jones over the brandy and water, "and just like what the Cobden and Bright lot used to talk."

Then old Heale gives an example of Tom's revolutionary way.

"Well, ma'am," says he (as I am a living man he said it), "I can cure you, if you like, with a dozen bottles of lotion at eighteen pence apiece; but if you'll take my advice you'll buy two pennyworth of alum down street, do what I tell you with it and cure yourself." It's robbery, sir, I say, all these out-of-the-way cheap dodges which arn't in the pharmacopœia half of them; it's unprofessional, sir—quackery."

"Tell you what, doctor, robbery or none, I'll go to him to-morrow, d'ye see, if I live as long, for this old ailment of mine. I never told you of it, old pill and potion, for fear of a swinging bill, but just grinned and bore it."

TOM THURNALL'S INTEREST IN SCIENCE.

At this point let me arrest your attention for a few moments. Tom Thurnall was a many-sided man, an all-around man. His travels—and they were world wide—went to make him so. He was a man of large sympathies, an inquirer, always a student—that is, he may have leaped and clapped his hands when taking his necessary qualifications, but he did not, as many do, give a contemptuous kick to the books that brought him to that position. See him at the seashore engrossed in the plant and insect life there—his hobby. Allow me to read you this:

Elsley watched him for full five minutes with so much curiosity that, despite of himself, he asked him what he was doing.

Tom had his whole face under water, and did not hear till Elsley had repeated the question.

"Only a rare zoophyte," said he at last, lifting his dripping visage and gasping for breath, and then he dived again.

"Inexplicable pedantry of science," thought Elsley to himself, while Tom worked on steadfastly, and at last rose, and taking out a phial from his basket was about to deposit in it something invisible.

"Stay a moment, you really have roused my curiosity by your earnestness. May I see what it is for which you have taken so much trouble?"

Tom held out on his finger a piece of slimy crust the size of a halfpenny. Elsley could only shrug his shoulders.

"Nothing to you, sir, I doubt not, but worth a guinea to me, even if it be only to mount bits of it as microscope objects."

"So you mingle business with science?" said Elsley, rather in a contemptuous tone.

"Why not? I must live, and my father, too; and it is as honest a way of making money as any other. I poach in no man's manor for my game."

"But what is your game? What possible attraction in that bit of dirt can make men spend their money on it?"

"You shall see," said Tom, dropping it into the phial of

of salt water and offering it to Elsley, with his pocket magnifier.

"Judge for yourself."

Elsley did so and beheld a new wonder, a living plant of crystal, studded with crystal bells, from each of which waved a crown of delicate arms. It was the first time that Elsley had even seen one of those exquisite zoophytes which stud every rock and tuft of weed.

"This is most beautiful," said he at length.

"Humph! Why should not Mr. Vavasour write a poem about it?"

PHARMACISTS SHOULD INTEREST THEMSELVES IN OUTSIDE AFFAIRS.

Now, the tendency of our craft is to narrow our mental horizon. We are eminently men dealing in small things, even commercially, as for instance, our penny trade. Dare I say it, we are the confidants of the housewives. To them is left all the petty ills and diseases too insignificant for the doctor or his fee that a household is liable to. Here the chemist is the household god. Well, you cannot say that that is the reverse of effeminating. We need, therefore, to interest ourselves in things outside of our profession and craft. Some few take to sport, and in that we have to fight against villainously long hours; but we can all take to books; light and hours do not restrict us there. And the man who interests himself in good books will be generally a better chemist, a better man at the counter, which is by no means the least important part of our business, and a better man altogether. That is a platitude, of course, but they are the best things in the world if we would only take them in instead of sneering at them. This point has been inculcated in two presidential addresses this year. Gentlemen, I have taken a peculiar interest in presidential addresses lately. But this cannot be too often labored, that we must remind ourselves that we are men, and we will only do so by interesting ourselves in things outside of our business as well as inside of it.

HAIRBREADTH ESCAPES IN DISPENSING.

Were I to enter on the subject of the part that drugs play in literature it would be endless. The tragic effect of a mistake in dispensing as a theme for the story teller has, I think, only entered into short magazine stories. We are all painfully aware of the disastrous effects that might happen from some very venial error on the part of a dispenser. We never know how narrowly we sometimes escape a tragedy by a hairbreadth. Some will say, if properly checked, there is no fear; but proper checking and all is not infallible. Doubts, fanned, maybe, by a too lively imagination just as you are dropping off to sleep, may be the means of giving you a bad half hour—happily to find them all dispelled in the morning when you get down to business and have a look over. I wager you would not be late that morning. In realities like these is real romance.

There are two branches of our profession I have not spoken about.

THE HOMEOPATHIST AND THE LADY CHEMIST.

The homeopathist has not escaped from the satire of the novelist. There is a fine and amusing passage of arms between an allopathist and a homeopathist in Lytton's "My Novel." Eventually the genial old Welsh homeopathist loses his temper and calls Dr. Dosewell "an old allopathical anthropophagite," while the other mutters to himself the desire to pound the wretched charlatan in a mortar. The homeopathist as a man is a fine character, but his fad he caricatures most unmercifully, and not without some degree of reason. Lytton gives details in a long note, showing that it is not Dr. Morgan's extravaganzas or his own imagination, but

taken from the works of Jahr, an authority on homeopathy. He points out that they are not only content to cure all the ills that flesh is heir to, but take in hand to minister to a mind diseased. Arsenic for a gloomy melancholy; gold for a religious melancholy. I think that particularly good, with a touch of irony in it.

THE HOMEOPATHIST IN "THE BONNIE BRIER BUSH."

We pass that to better illustration, and that in our own Ian Maclaren. Mr. MacLure has been called to see an Englishman's boy who has eaten too many grosarts (gooseberries):

"Well, doctor," begins Hopps (the Englishman), as brisk as a magpie, "you're here at last; there's no hurry with you Scotchmen. My boy has been sick all night, and I've never had a wink of sleep. You might have come a little quicker, that's all I have got to say."

"We've mair to-day in Drumtochty than attend tae every bairn that hes a sair stomach."

"I'm astonished to hear you speak. Our doctor at home always says to Mrs. 'Opps, look on me as a family friend, Mrs. 'Opps, and send for me though it only be for a headache."

"He'd be mair spairin' o' his offers if he hed four an' twenty mille tae look aifter. There's naething wrang wi' yir laddle but greed. Gie him a guide dose o' castor oil and stop his meat for a day, an' he 'll be a' richt the morn."

"He 'll not take castor oil, doctor. We have given up those barbarous medicines."

"Whatna kind o' medicines hae ye noo in the Sooth?"

"Well, you see, Dr. MacLure, we're homeopathists, and I've my little chest here," and oot Hopps comes wi' his boxy.

"Let's see't," an' MacLure sits doon and taks oot the bit bottles, and he reads the names wi' a lauch every time.

"Belladonna; did ye ever hear the like? Aconite; it coves a'. Nux vomica. What next? Weel, ma mannle," he says tae Hopps, "It's a fine ploy, and ye 'll better gang on wi' the nux till it's dune and gie him ony ither o' the sweeties he fancies."

WOMEN IN PHARMACY—MARRY THEM AND YOU WILL OUTWIT THEM.

In another part I will show how a lady, the proprietor of a nostrum composed of egg shells and snails, got a grant of £5,000 from Parliament, in 1739, before she would divulge the secret to suffering humanity. And she got it. Truly, it hath been said that women are peculiarly adapted for the profession of the healing art; it only comes second to their propensity for intrigue. What with both they should be powerful adjuncts at work and in council. There is something truly uncanny in the female "dabbler in physic." It conjures up Lucretias and those female poisoners and intriguers of the dark ages. How do you fancy tracing your professional genealogical tree back to the witches in "Macbeth." Says Banquo:

"You should be women,
And yet your beards forbid me to interpret
That you are so."

This is not spleen. We welcome them among us, because they have come to stay, as other things have. Their tact will help us, their sympathy will cheer us. Fancy the excess of sympathy that would be lavished between two of the opposite sex as they reciprocated experiences just after qualifying as pharmacists! Gentlemen, marry them, and you will outwit them. The flavoring of your pudding will be all the finer because of their precise and accurate training.

And now one last word for the younger members. I will show them a mirror into which they may look as I pass it before them. If the image be not flattering, do not break it, as Queen Bess did, but mend.

"Like 'all embryo apothecaries," says Japhet, "I carried in my appearance, if not the look of wisdom, most certainly that of self-sufficiency, which does equally well with the world in general. My forehead was smooth and

very white, and my dark locks were combed back systematically and with a regularity that said plainly as hair could do, 'The owner of this does everything by prescription, measurement and rule.' Altogether, I cut such a truly medical appearance that even the most guarded would not have hesitated to allow me the sole conduct of a whitlow, from inflammation to suppuration, and from suppuration to cure; or have refused to have confided to me the entire suppression of a gumboil.

"Such were my personal qualifications at the time I was raised to the important office of dispenser of, I may say, life and death."

These are a few examples of the pharmacist in fiction. You can draw your own conclusions as to the general truthfulness of the portrait or no. Boswell tells us Johnson was a "dabbler in physic." Craving your indulgence, at another time I will endeavor to show you some pharmacists of the past who were "dabblers" in literature, and more especially as the friend of literary men. Truth is stranger than fiction in this case also. Yes, there is a romance or two, terribly realistic, which I think will prove of even more interest than all the chemists in fiction.

NOVEL WINDOW DISPLAY ADVERTISING.

BY JOSEPH F. HOSTELLEY,

Collingdale, Pa.

(Concluded from page 350.)

These receptacles should contain chemicals of two score names or more. The prevailing thought in arranging the exhibit should be to observe contrast in colors. For example: A bottle containing copperas should be placed on a white ledge of rock with a red prominence as a background; a vessel of potassium bichromate should rest on a shelf of blue stone with a green mass of rock in the rear. The space on either side of the rainbow rocks might be occupied by large containers filled with epsom salt, sea salt, copperas, etc. Such a window attraction as this heap of multi-colored stones would admirably bring Easter dyes to the fore. Colored eggs might rest where the chemical containers stood or artificial birds' nests of excelsior, stained with dyes of many colors. A nest of great amplitude and of a striking shade of green might crown the variegated rocks.

A COUGH SYRUP DISPLAY.

To put a cough syrup prominently before the public, begin in this way: Make as elaborate a window display of the product as facilities will permit. Pile the preparation high in the window; attach a placard with the name and price of the article plainly and neatly written. On the pavement close to the curb set a large packing case; on each of its four sides print, in large, black letters, "Smith's Honey of Horehound and Tar," or whatever may be the title of the preparation displayed. The greater percentage of the people who pass the store will look at that packing case, read the inscription and instinctively glance in the window. Far more definite results can be realized from an ad of this description than from a commonplace sign. If a red lantern be placed on top of the case after dark, a curiosity will be aroused that will result in the sale of some cough syrup.

Liquorice sticks always sell well when people are reminded of them. A forcible reminder can be effected in this fashion: From stray boards build a large, square frame, and cover with sheets of white paper or cloth. Drive several vertical rows of slender wire nails into the frame, the nails along each row being about an inch and a half apart, and the distance between the rows a little less than the length of a liquorice stick. Now, support

the sticks of liquorice on the nails along the first two rows, making a ladder of liquorice sticks. Repeat this with the next two rows, and also with the third pair. Now there are to be seen three ladders of liquorice sticks with two blank spaces intervening. With black ink and a lettering brush print down the first space: "Liquorice Ladders," and down the second space: "Five cents a rung."

If you have three boxes of liquorice sticks to sell, bring up half a dozen empty boxes from the cellar, fill them nearly full of crumpled paper, in each box lay two layers of the sticks over the paper to simulate full boxes, display the entire equipment in the window, mark it "A liberal lot of liquorice sticks," and they will sell. Always get out of a case of goods all there is in it. Spread out the stock. Magnify its proportions with a little ingenuity and padding.

A window display novelty that can be utilized as an advertising medium for many preparations in stock, may be fashioned after this description: Envelop a large, square box in white paper pasted carefully without blister or blemish. With black crayon or ink convert this cube into the representation of a huge dice, and rest in the center of the window space. The spots corresponding to the higher numerals should be the ones to be seen from the street. With colored crayons or paint make a number of mimic playing cards—diamonds, clubs, hearts and spades. Let these be designed from large sheets of white cardboard about three feet by one and three-quarter feet. Common pasteboard covered with white paper will answer. Support "a hand" of these cards, with faces to the front, on each side of the great dice, like an open fan, just as though held by a card player. This can be nicely done by tacking the cards to a light and simple frame of wood. Assemble in the unoccupied window space the popular syrup of white pine and tar, for instance. Let a large placard in plain distinct lettering appear prominently in the exhibit, reading in this vein:

"TAKE NO CHANCES. Brown's Syrup of White Pine and Tar will cure a cold."

The scheme might be often made to turn an occasion to account. The subject of the display could be a skin lotion, and the placard read:

"A WINNER. Winter Cream for the skin."

Guaïamar (Glycerin ether of guaïacol). This new

guaïacol product $C_6H_4 \begin{matrix} \diagup OC_2H_4O_2 \\ \diagdown OCH_3 \end{matrix}$

occurs as a white crystalline powder, having a bitter taste and aromatic odor, melting at 75 degrees C. and dissolving at ordinary temperature in alcohol, ether, glycerin, and in 20 parts of water. It is absorbed by the skin just as easily as through the alimentary tract, and in the latter it is decomposed, under the influence of the gastric and intestinal juices into guaïacol and glycerin. It acts as an antiseptic in the treatment of typhoid fever and has been used with success in other conditions in which guaïacol is indicated. In acute articular rheumatism an ointment of 7.8 Gm. of guaïamar with 30.0 Gm. of lanolin was used.—*L'Union Pharm.*, October, 1901.

Bacillol. This new antiseptic, according to P. Werner (*Wien. klin. Woch.*, No. 5, Febr., 1901), is perfect in its efficiency. It is easily soluble in water, and has a slight odor resembling that of creosote. It kills anthrax bacilli in 1½ per cent. solution in from one to five minutes, and costs one-half of what Lysol is sold for. It is usually employed in 1 per cent. solutions, which cost less than a 1.20 solution of carbolic acid.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

THE PRESCRIPTION LABORATORY. (Continued.)

IF the laboratory ceiling is not too high to preclude such an arrangement, the larger glass utensils may be kept on glass shelves suspended from the ceiling by suitable hangers. In a preceding number a suspended glass shelf with nickel plated fixtures was described, but nothing so fine as this is needed for the laboratory, unless extreme elegance in fitting up be desired.

In my own laboratory I am using these suspended shelves made from second-hand heavy plate glass, measuring 15 x 40 inches, the edges of the plates being left rough and unpolished. Pieces of glass of this description may be bought at a low price of the second-hand glass dealers and at the depots of the plate glass insurance companies in the larger cities, as they are usually cut from the broken pieces of large plate glass windows.

I had the hangers for shelves made at the nearest blacksmith's shop, from one-quarter inch iron rod bent into loops of suitable shape. The ends of each were welded together, the bottom part of the loop straightened to the width of the glass and the top flattened for a distance of ten inches and bored with screw holes so that the loops could be fastened to the ceiling with long screws. The iron hangers were painted with aluminum enamel.

These suspended shelves are convenient arrangements for holding glass funnels and percolators, besides adding to the scientific appearance of the establishment.

Glass utensils kept in dark closets are usually dirty when taken out for use. It is hard work to keep a drug store clean, even with the aid of a well trained porter whose sole trade is keeping drug stores clean. With the average "store boy" it is—well, we all know how difficult it is to keep the dark corners clean. Where the utensils are kept on exhibition, as described above, they are always better cared for, and a more complete stock of them is kept on hand.

A DISTILLED WATER RESERVOIR.

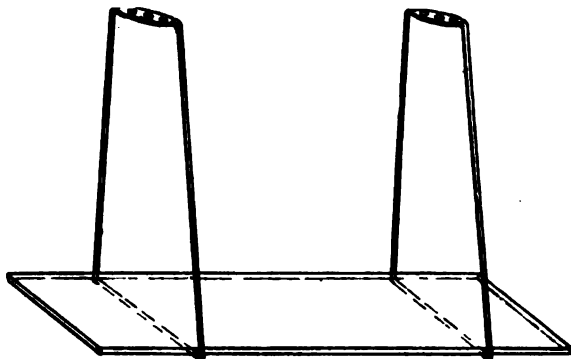
Another very scientific looking bit of apparatus for the laboratory is a distilled water container, suspended from the ceiling, or from a long metal bracket, so that it hangs over the prescription counter at a convenient

height for drawing off the water into a bottle or graduate.

Such an apparatus may be made from a Whittall, Tatum & Co.'s pear-shaped hospital irrigator bottle, holding three gallons. A metal band is fitted around the neck of the bottle and the bottle suspended then by means of chains fastened to eyelets in the band. The tubulature at the bottom of the reservoir is fitted with a hard rubber stop cock for drawing off the water, and the opening at the top is fitted with a hollow, perforated stopper that is kept loosely packed with absorbent cotton so that the air entering the reservoir when any of the water is drawn is filtered through the cotton; each time the vessel is refilled with water the stopper is repacked with clean cotton.

HEATING DEVICES FOR THE LABORATORY.

One of the things which requires a great deal of study in laboratories in small towns is a ready and convenient means of heat for the various cooking and heating operations connected with laboratory work. In the larger cities gas is to be had at a reasonable price, and in some cases electricity is sold cheap enough to be used for cooking purposes. In the country the oil stove must be used, but there are oil stoves and oil stoves; and I have yet to see the oil stove with a wick that did not stink—



Glass Shelf Arrangement.

there is no other word that will more fitly describe the penetrating and all-pervading odor of a wick stove. During the past few years there have appeared on the market various wickless or "blue flame" oil stoves, burning common kerosene, that are a vast improvement on the wick stove in cleanliness and convenience of use, as well as in point of freedom from objectionable odor.

The stove that I like best and the one that I use for all my laboratory cooking operations is the one in use in the United States Army, called the Khotal, though in the unimproved form in which it was first put upon the market it was known as the Primus. This stove atomizes the oil by air pressure applied by means of an air pump attachment, and as the degree of heat attainable depends upon the amount of air pressure that is applied, a very high degree of heat may be obtained with it, and many operations requiring heat may be conducted with the greatest dispatch and with a consequent great economy of time. The unit of this stove is a single burner, the larger sizes being made by fitting two or more of these burners into a framework. I prefer to use the single burners separately, as they are so small that they may be taken to any part of the room where they will be most convenient for use. For rapid work there is no heating apparatus that will compare with them, and so high a degree of heat is possible with them that bicycle makers use them for brazing bicycle frames together. Besides these points they are very simple in construction and, I believe, perfectly safe at all times, while the cost, \$3.50 for a single burner, is comparatively small.

A Distilled Water Reservoir.

AGATE WARE UTENSILS.

Agate ware cooking utensils are good for laboratory uses, provided the ware is of the best quality. Agate ware of this kind should be of a very smooth, finely grained enamel. Much of the cheap enameled ware is rough and the enamel is thin; vessels of this quality are unfit for laboratory uses. Besides water baths of various sizes, several saucepans with double bottoms will be found convenient in the laboratory work and for small vessels, cups and bowls of agate ware are useful. A visit to a store or factory where a large assortment of this ware can be seen will show the pharmacist many different utensils that will be of use to him.

Aluminum enamel is very useful in the laboratory for giving a neat appearance to such iron work as filter and percolator stands and rings, Bunsen burners, lamp brackets and the like. A fresh coat of the enamel applied about once a year keeps all the iron work that would ordinarily become black and unsightly, bright and shining.

I have all sorts of percolators and filter stands in use; some of them very ingenious in construction, but the one I like best of all and use the most is a plain, straight iron rod that runs from the top of the working counter up to the laboratory ceiling. A hole was bored in the ceiling and one end of the rod inserted into it and the bottom of the rod secured to the counter top by being bent at right angles for a space of four inches and flattened out and bored for three screws, by which it is secured to the counter top. A dozen or so percolator rings are used on the rod.

Synthetic Cocaine. According to O. Eberhard (*Pharmac. Zeitung*, 1901, 646) a factory has recently been established in Amsterdam which prepares a pure cocaine hydrochloride synthetically. The artificial product is said to be purer than that prepared by purifying the raw alkaloid, and to correspond to the requirements of the new German Pharmacopœia.

Iodoform solutions.—Edward Desesquelle has recently communicated to the *Bull. des Sciences Pharm.*, 1901, No. 10 (*Chemist and Druggist*), a note on the solubility of iodoform. He says 1 part of iodoform dissolves in 6 parts of ether, 12 of boiling and 80 of cold alcohol (90 per cent.), in 14 of chloroform, in 14 of naphthol-camphor, in 3 of carbon bisulphide, in 1 of allyl sulphide, in 30 of olive oil, in 16 of camphor oil, and in 40 of vaseline oil. He mentions that the odor of iodoform is covered in the following manner: Mix 10 Gm. of iodoform with 50 drops of oil of cassia, 50 drops of eucalyptus oil, 50 drops of oil of pelargonium, 20 drops of oil of peppermint, 0.5 Gm. of thymol, 1 grain of phenol, and 5 Gm. of camphor. He prepares naphthol-camphor iodoform by mixing together 1 part of iodoform and 14 parts of a mixture of 1 part of *beta*-naphthol and 2 parts of camphor. On rubbing together the mixture liquefies, and in this form is specially suitable for the preparation of ointments and other topical applications. In a similar manner preparations of phenol, salol and thymol with camphor and iodoform may be prepared. The author also makes an iodoform vaseline by dissolving the iodoform in purified carbon bisulphide, and adding the solution to the liquefied vaseline. Iodoform-vaseline oil may be similarly prepared. Iodoform varnish is made by dissolving 1 part of iodoform in 9 parts of ethereal tincture of benzoin. It should be noted that the liquids in all these cases are to be taken by weight, unless otherwise indicated.

DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College

This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.

ANATOMY OF THE EYE. (Concluded)

EYE-LASHES.

WHEN the lids are partially closed the lashes come together in such a way as to form a kind of a screen, which, without excluding vision, serves as an admirable protection against wind and dust and excessive light. As their bulbs are freely supplied with nerves, they are delicately sensitive to the slightest touch, and act as "feelers" to warn the eye of the approach of any small object, as an insect in the dark, or when the vision is not on guard.

Each eye-lash reaches its maturity in about five months, and then drops out and is succeeded by a new one. This process is greatly interfered with by inflammation of the edges of the lids, when the lashes come out more freely and are not renewed again, or if restored the new lashes take a wrong direction and turn their points against the surface of the eyeball. This is the condition known as "wild hairs;" it causes much discomfort, and leads to serious damage to the sight by clouding the cornea. When the lashes are lost entirely, the face has a peculiar and unnatural appearance.

THE CONJUNCTIVA.

The mucous membrane of the eye is called the conjunctiva; it is continuous with the skin at the margin of the lids; it lines their inner surface and then passes over to the ball, forming a loose fold. It covers the front part of the sclerotic, and lines the walls of the tear ducts, becoming continuous with the mucous membrane of the nose and throat, and hence they are all affected in "a cold in the head," or influenza.

The conjunctiva is ordinarily nearly white, with perhaps a few of the larger blood vessels seen winding through it, but it quickly becomes red and congested from local injury or inflammation, or by disturbances of the circulation of the head, as in the case of the bloodshot eye in the morning that tells of the previous night's debauch.

The conjunctiva is the seat of many of the ordinary inflammations of the eye, usually termed "sore eyes," and of that intractable disease known as "granulated lids." The characteristic yellow tinge of the eye in jaundice is due to the coloring matter of the bile being deposited in this membrane.

The conjunctiva is the lodging place of foreign bodies that so frequently get into the eye and cause so much irritation. Some of them become imbedded in its tissues, and have to be forcibly removed. Others drift along in the current of tears and lodge at the inner canthus, where they can be easily extracted. Sometimes it becomes necessary to evert the upper lid in order to discover the offending particle.

The apparent size of the eye depends chiefly upon the width of the opening between the lids. The actual size of the ball varies but little in different individuals, but some eyes appear much larger than others because the lids are more widely separated. When an inflamed eye is kept constantly partially closed from an excessive sensi-

tiveness to light, much anxiety is often caused by the fear that it is becoming smaller.

A drooping eyelid conveys the impression of weakness or fatigue, and in the final stages of wasting fevers the half-closed eye, concealing the cornea and exposing only the white sclerotic, has a ghastly effect, and is considered a most discouraging symptom.

THE LACHRYMAL APPARATUS.

By the lachrymal apparatus is understood that series of structures which has to do with the manufacture of tears and the disposition of them by drainage into the nose. It consists of the lachrymal gland which secretes the tears, and the ducts which convey the fluid to the eye, which, after washing its surface, is collected and carried away by the lachrymal canals into the lachrymal sac, and thence along the nasal duct into the cavity of the nose.

The lachrymal gland is located in a depression in the roof of the orbit at its upper and outer part; it is of oval form, about the size and shape of an almond. Its secretion is poured upon the ball through a number of small ducts, from seven to ten in number, which open by small orifices on the upper and outer half of the conjunctiva, the openings being arranged in a row, so as to disperse the secretion over the surface of the eye.

Under ordinary circumstances the tears are supplied in the usual quantities, but under the stimulus of emotion or a foreign body in the eye they are poured forth in large quantities. The direction of the flow of tears is from above and outward, downward and inward. At the inner corner of the eye they drain into the lachrymal points (one on each lid), the canals from which converge into the lachrymal sac, which merges into the nasal duct, and passes into the nose. Ordinarily we are not conscious of any moisture in the nose, but when there is a hypersecretion of tears we have a "running of the nose" and on overflow on the cheek.

It is a curious fact that infants do not shed tears before the third or fourth month; and among the lower animals the elephant is the only one accused of this human weakness.

MUSCLES OF THE EYE-BALL.

The eye-ball is moved in various directions by the muscles of the eye, six in number, four straight and two oblique muscles, as follows:

- External rectus muscle.
- Internal rectus muscle.
- Superior rectus muscle.
- Inferior rectus muscle.
- Superior oblique muscle.
- Inferior oblique muscle.

The superior rectus muscle is attached to the upper portion of the globe, and moves it in an upward direction; the inferior rectus to the lower portion, and moves it downward; the external rectus to the outer portion, and moves it outward; the internal rectus to the inner portion, and moves it inward. The superior and inferior oblique muscles are attached to the outer portion of the ball, and move it in a rotary or oblique manner.

A shortening or contraction of one of these muscles causes the condition of strabismus or cross-eye. If the internal rectus muscle is affected, the eye turns in and convergent strabismus is the result. If the external rectus is affected, the eye turns out and divergent strabismus is the result. Sometimes these conditions can be cured by glasses; at other times only by the division of the offending muscle by the surgeon's knife.

Pharmaceutical Progress, the Newer Remedies, Etc.

More New Compounds of Urotropin. The latest attempts to combine urotropin (hexamethyltetramin) were made with the phenolsulphonic series of acids. The compound of urotropin with alphaphenoldisulphonic acid is particularly valuable as an antiseptic and deodorant.—*Pharmac. Centralh.*, September 19, 1901.

Purgatol is a diacetic ether of anthopurpurin. It occurs as a yellow crystalline powder, insoluble in water and dilute acids, soluble in alkalis, the solutions having a reddish purple color. It is a purgative, and its dose is from 0.50 to 1 Gm., but the dose may be increased safely to 5 Gm.—*Bull. de Pharmacie du Sud-Est*, 1901.

Glycogenol. Under this name a white, colorless and tasteless powder, deliquescent, soluble in water, insoluble in alcohol and ether, is offered as a remedy against tuberculosis. The dose is 1 Gm. daily by mouth, but it is used preferably by hypodermatic injections, in daily doses of 2 centigrammes.—*Zeitschr. d. allg. Oster. Apotheker Vereines*, 1901, p. 496.

Thiocol, a substance used in pulmonary affections, has been employed successfully in diarrhoea by Schnirer, of Vienna (*Nouveaux Remedes*, 1901, November 24, p. 505). He used it in 38 cases of acute and chronic intestinal inflammation, and found it to be one of the most efficient anti-diarrhoeic remedies we possess. It is especially valuable in chronic cases and stops diarrhoea in from one to three days. No untoward symptoms follow its use. In children the author used the following:

Thiocol.....	0.5 Gm.
Distilled water.....	50.0 Gm.
Syrup of orange water.....	10 Gm.

S. A teaspoonful every two hours.

Adults get thiocol either in solution or in wafers, but the best form is that of compressed tablets, ½ Gm. each, one being given three times daily.

Apallagin is the mercury salt of nosophen (tetraiodophenolphthalein) and is recommended as an antiseptic.—*Apotheker Zeitung*, 1901, 666.

Lecithin is beginning to be popular in France as a tonic to the nerve cells and an alternative. Lecithin, which is prepared from the yolk of egg, is regarded as a natural glycerophosphate, being the distearophosphoglyceride of cholin. It is used in nervous exhaustion, arrest of development in children, etc., and is given in the form of pills, troches and granules.—*L'Union Pharmaceutique*, September, 1901.

Bromocol is a combination of bromine and tannin, containing 20 per cent. of bromine. It occurs as a yellow powder, tasteless, odorless, insoluble in water, almost insoluble in dilute acids, easily soluble in alkalies. It is, therefore, absorbed only in the intestine. It is given instead of the bromides, as it does not produce the disturbances which follow the administration of these salts in large doses. The dose is said to be 1 Gm.

Chloromethylmenthylic Ether is formed by adding a considerable excess of hydrochloric acid to menthol, in the following manner: $C_{10}H_{18}OH + CH_3O + HCl = C_{10}H_{17}O.CH_2Cl + H_2O$. It occurs as an oily liquid which is decomposed on the addition of water. It is diluted with olive oil or used to impregnate cotton for antiseptic dressings.—*Bull. de Pharmacie du Sud-Est.*, 1901.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Apotheker Zeitung, October.

The New Methods of Testing Drugs Prescribed by the German Pharmacopœia. By G. Frerichs.—The methods of testing prescribed by the German Pharmacopœia may be divided into four classes: I, The determination of the percentage of alkaloids; II, the coefficients of saponification, of acidity and of esters; III, the iodine coefficient, and IV, the amount of mustard oil. The new alkaloidal tests are those for cortex granati, radix ipecacuanhæ, semen strychniæ, and tubera aconiti, while the alkaloidal tests for cinchona bark and for opium have been modified.

The Pharmacopœia makes a great mistake in prescribing that drugs shall be heated to 100 degrees C. in order to dry them before analyzing.

If we want to know how much alkaloid a drug contains, and if we expect a certain prescribed percentage to be present, it is necessary to examine the drug in the state in which it is sold. It is of no importance for the physician to know how much emetine a scruple of ipecac would contain if the pharmacist were to dry it at 100 degrees C. before using it in the infusion. If this rule of drying obtains, it is a standing encouragement to the wholesale druggist to furnish drugs in as moist a condition as possible. The rule should therefore be revoked, and the alkaloidal percentages correspondingly reduced, say, by 1-10. Another rule which entails hardship upon the pharmacists is, that large quantities of drugs, of alcohol, ether, etc., are necessary in the process of testing for alkaloids. In many cases it would be possible to divide the amounts of the materials used in testing for alkaloids by two with just as accurate results. (October 2 and 5, 1901.)

On Balsam of Copaiba. By Dr. A. Tschirch.—Three varieties of copaiba are now in the market, the Para, Maracaibo, and Illurin copaibas. All three were studied as regards their crystalline constituents by the author, in conjunction with Herr Keto, of Helsingfors. They found that in Maracaibo balsam the metacopaibic acid, which was described by Strauss, could not be found, but that a similar acid, called betametacopaibic, $C_{18}H_{24}O_8$, was present. In another sample the author found the illurinic acid, which he described in connection with the Illurin balsam. In Para balsam the author found a homo-paracopaibic acid, and in Illurin balsam illurinic acid, while the copaiba of commerce (from Gurjun balsam) yielded copaibic acid, whose formula was found to be $C_{18}H_{26}O_8$. The author summarizes the acids found in the various kinds of copaiba balsam as follows:

- Paracopaibic acid, $C_{20}H_{32}O_8$.
- Homoparacopaibic acid, $C_{18}H_{28}O_8$.
- Alphametacopaibic acid, $C_{22}H_{34}O_8$.
- Betametacopaibic acid, $C_{22}H_{34}O_8$.
- Illurinic acid, $C_{20}H_{28}O_8$.

These acids have their analogues in the series of resinous acids found in the coniferæ, such as abietinic, pimaric, etc. (October 9, 1901.)

Nutrition, Foods, and Nutritive Preparations. By Dr. Heinrich Zellner.—The knowledge of the chemical constitution of a food or of a nutrient preparation is not sufficient to show what value the article in question has in the human organism. For this purpose we need physiological and clinical evidence; man needs a supply of force in order to live. This supply is given him through

the food. In addition to the force which he expends he needs also a reserve force which shall be stored in him, so as to be available in case of emergency. The chemical processes of the human body produce so much force that there is always a surplus of energy which is transformed into heat, motion, work and other manifestations of life. The principal classes of food are the proteids, the fats and the carbohydrates. As fats may be burned outside of the body and thus changed to water and carbonic acid, we can easily measure the amount of energy which the oxidation of a given amount of fat will produce, and can assume that the same amount is developed in the body as the result of the burning up of the fat taken in. The proteids, however, are incompletely burned up in the body, and therefore some of the proteids taken in are excreted in the fæces and as constituents of the urine. Hence the only way to determine the nutritive value of proteids in terms of energy is to measure the amount of nitrogenous matter excreted in the urine and fæces, and to subtract this from the total amount of proteids taken in. The caloric value of foods is measured in appropriate apparatus, and the unit is the calorie. The organism cannot be nourished according to a theoretical formula, but must be fed with all the different constituents of the foods which are ordinarily eaten by man—namely, the fats, carbohydrates, proteids, salts, water, excrementitious substances, extractives and stimulants. The proteids are the most important source of energy, and without them nutrition cannot be sustained, for the body is not capable of forming proteids synthetically, except in very small quantities. When enough fat is supplied to the body the amount of proteids used up is smaller, and the excess of fat is stored as adipose tissue for future use. The carbohydrates are also important as savers of proteid expenditure in the body.

The artificial food preparations, which are for the most part forms of concentrated food, are almost all expensive. Tropon is said to be cheaper than the rest, but the author shows that in nutritive value the amount of proteids contained in Tropon can be bought just as cheaply, and perhaps more cheaply, in the form of staple food articles. A healthy man, therefore, will do better to improve his diet in other ways than to spend his money on concentrated foods, if they do not represent an economy. An inquiry among German pharmacists, conducted by the author, brought out the fact that the food product most in demand is Somatose; then follow the meat extracts and meat juices, the various blood preparations, and finally the group of albuminous products like Plasmon, Tropon, etc.

The nutritive value of meat extracts is very slight, and their chief value lies in their extractives. The various peptonized beef preparations, peptones, etc., have lost a great deal of their popularity of late on account of the fact that peptones administered for a long time in considerable quantities fail to supply the functions of albumins, and the fact that even when there is complete absence of hydrochloric acid in diseased stomachs, the organism is able to assimilate albumins. Somatose and lactosomatose are said by many authorities to possess considerable nutritive value, and are said to stimulate the secretion of milk in women. Tropon is not without reproach as to its origin, for it is prepared from all sorts of refuse meat, according to the author. In addition, it is insoluble and has a disagreeable taste. Plasmon is a

sodium compound of casein, but it has the disadvantage common to all foods prepared from animal substances—namely, that it is not free from germs. Eucasin, Nutrose and Sanatogen are similar preparations. Aleuronat, Roborat, etc., are preparations containing varying percentages of vegetable albumins. Roborat contains a considerable percentage of the vegetable proteids, and theoretically, at least, ought to be a good food. (October 16 and 19, 1901.)

Pharmaceutische Zeitung, October.

The Assay of Cantharides According to the Rules Laid Down by the Fourth Edition of the German Pharmacopœia. By Dr. K. Dieterich.—The German Pharmacopœia recognizes only "Spanish" flies; in other words, ignores the existence of the Chinese variety of cantharides. The "Spanish" flies have a greenish tint, while the Chinese have a brownish red color. The latter contain larger percentages of cantharidin, and are preferred by most chemical factories for the manufacture of cantharidin products. The method of assay prescribed by the German Pharmacopœia is that of Baudouin, which is very complex, and yields a very impure, dark, greenish amorphous mass—cantharidin. If Baudouin's method be used with Chinese cantharides, on the other hand, the product is a pure crystalline cantharidin. The German Pharmacopœia says that cantharides must contain 0.8 per cent of cantharidin. The author analyzed a number of samples, and found that this requirement is too high, and that 0.5 per cent. would be perfectly sufficient. The best thing to do, however, would be to admit the Chinese cantharides, which contain over 1 per cent. of cantharidin. The term "Spanish flies" is antiquated, as the Germans no longer get their cantharides from Spain, but from Russia and from Hungary. (October 16, 1901.)

Sodium Bicarbonate. A Jubilee.—This popular drug was first prepared in 1801 by Valentin Rose, junior, a pharmacist of Berlin. At first it was prepared by passing carbonic dioxide through crystals of sodium carbonate. To-day the bulk of sodium bicarbonate is obtained as an intermediate step in the Solvay process for the manufacture of soda. The raw bicarbonate which is produced in this way contains many impurities which cannot be removed by simple washing, and much ammonia. There are two ways of purifying this raw product. The first is to dissolve the salt in warm water, to filter it, and to saturate the solution with carbonic dioxide at moderate temperature under pressure. When this solution is cooled the pure bicarbonate crystallizes out. Another way is to dry the raw product in an atmosphere of carbonic acid gas and to allow the escaping ammonia vapors to pass off. Sodium bicarbonate is to be ranked with Hoffmann's anodyne as the popular panacea for all slight ills. (October 30, 1901.)

Boron, a Compound of Silicon and Oxygen?—Disregarding the criticisms to which he subjected himself when he declared that phosphorus may be converted into arsenic and antimony, F. Fittica now brings forth the theory that boron is a compound of silicon and oxygen. Fittica maintained that arsenic is probably PN_2O , that antimony is $\text{P}_2\text{N}_2\text{O}_2$, and that amorphous phosphorus is a compound of nitrogen, sulphur and hydrogen, with the probable formula of N_2SH_2 . In his latest essay, in the *Chemische Zeitung*, the author claimed that boron may be oxidized to silicic oxide, and that boric acid may be reduced to silicic acid. The author first looked for nitrogen in boron by trying to produce ammonia with the addition of sodium, potassium, sodium hydroxide, potassium hydroxide, etc., and this he succeeded in doing. The

remainder, after melting with potassa, was a dark, coal-like mass, which Fittica found to be carbon. On washing this carbon he found that silicic acid was given off into the alkaline solution. This silicic acid, the author claims, was not contained in the boric acid before the experiment, neither did it come from any of the vessels used. He also found that boric acid could be reduced by sodium and other reducing agents of less force to silicic acid. He concluded that boron is a compound of silicon and oxygen. If the formula of this compound be taken as SiO , it would constitute an unsaturated compound, and would correspond to an atomic weight of boron = 11. This unsaturated condition explains the fact that the nitrogen of the air forms ammonia when boron is melted with potassium, etc. (October 30, 1901.)

Pharmaceutical Journal, November.

Some Aspects of Pharmaceutical Education and Examination in Relation to the Future of Pharmacy. By Leonard Dobbin, Ph.D.—In this address to the North British branch of the Pharmaceutical Society of Great Britain, Dr. Dobbin touches upon a number of subjects of current pharmaceutical interest in connection with examination and educational matters and with the future of British pharmacy in general. He points to the abolition of the preliminary examination by the Pharmaceutical Society of Great Britain, and the acceptance instead of it of the certificate of certain other bodies (these bodies include the Universities of Oxford, Cambridge, Durham, London, Victoria, Edinburgh, Aberdeen, Glasgow, St. Andrews, Dublin, Wales, the Royal University of Ireland, and the Education Boards of Scotland and Ireland, the accepted certificates being such as give evidence of the candidate having passed the matriculation or junior examinations of the respective bodies), as the most notable step that has been taken within recent years in regard to examinations. Degrees in pharmacy are not given by any of the British teaching bodies, and Dr. Dobbin thinks that the institution of such a degree for the university students of the necessary subjects would be of distinct benefit to pharmacy. (Nov. 23.)

Provincial Schools of Pharmacy; Hints for their Establishment and Support. By James Paterson.—This is the text of a paper read at the annual meeting of the Federation of Local Pharmaceutical Associations in Dublin on July 31, 1901. Mr. Paterson holds to the opinion that local pharmaceutical associations should give consideration to the subject of educational facilities for pharmaceutical apprentices by making provision for thorough teaching of the sciences connected with pharmacy during the period of their apprenticeship. (Nov. 23.)

Pharmacopœia Revision Notes. By W. Lyon.—The author inquires in regard to ammoniated tincture of valerian as to the object of the addition of liquid ammonia to the spirituous menstruum: Is the ammonia used to more readily extract the valerianic acid and the extractive matter of the rhizome, or merely to fortify the tincture and antispasmodic in the dual capacity of extractor and intensifier? he asks. If used in the first capacity, the further question arises, Is the official method the best means to that end? Mr. Lyon takes the negative view, for obviously the best manner to render the valerianic acid and extractive matter soluble would be to mix the ammonia with the powder by rubbing in a mortar, macerating for a certain period and then exhausting with alcohol. He is of the opinion that the addition of ammonia is for the dual purpose of extracting and intensifying, and the official method of preparing the tincture is, therefore, not the best possible, and he recommends the treatment of the valerian with the ammonia as suggested above, maceration for twenty-four

hours packed in a closed percolator and final percolation with the spirituous menstruum. The percentage of extractive obtained from a tincture prepared by a percolation in the manner suggested by Mr. Lyon was 4.65, while a B. P. tincture prepared from the same parcel of valerian only yielded 2.90 per cent. of extractive, and the advantage is seen to be with the macero-percolation process.

The matter of a suitable basis for red precipitate and white precipitate ointments is considered, and Mr. Lyon appears to favor a mixture of hard and soft paraffin in the proportion of one part of hard paraffin to seven of soft paraffin. Wool fat, one part, and soft paraffin, two parts, also make a suitable basis. The use of an oxygenated ointment basis for easily reducible substances like oxide of mercury is an interesting suggestion. (Nov. 30.)

A Study of the Anatomy of Insect Flowers. By Eugène Collin.—M. Collin brings his study to a close with an anatomical description of the various organs of *Chrysanthemum roseum*, and the illustrations include a plate showing the characteristic tissues of the flower heads of *Chrysanthemum cinerariæfolium*, from which the insect powder of commerce is prepared. The author sums up his study with a statement that "the principal anatomical features that allow of the false insect flowers being distinguished from the genuine Dalmatian are the size and sinuous shape of the epidermal cells, of the ligulate corollas and the absence of oil glands from the lower part, the paucity and smallness of the oil glands at the base of the tubular corollas, the deep color and characteristic appearance of the secretory ducts of the ovary, the characteristic cells of the walls of the ovary, and the shape of the hairs on the bracts." (Nov. 30.)

Diseases of the Ear in Dogs and Cats. By "Centaur."—The various forms of cystic abscesses of the ear in dogs and cats are studied. Animals so affected have a very comical appearance; with one ear standing up, and the other falling in its normal attitude. In the cat these cystic abscesses are found associated with a parasite known as the *symbiotes auricularum*. As the unopened cyst is not highly sensitive, it is well, says the author, to commence treatment by an attempt to destroy the lurking symbiotes. Oleate of mercury or glycerite of iodine will serve the purpose. The cyst should, of course, be cut open, and the contents evacuated, the dog or cat being securely held in a voluminous bath towel, wrapped up to the chin during the operation. The incision should be deep, and a pledget of tow or cotton introduced to prevent reunion until the cyst has ceased to secrete fluid. The cavity should be irrigated daily with a solution of zinc sulphocarbolate, five grains to the ounce.

The author says it is estimated that 90 per cent. of long haired cats and something like 40 per cent. of common cats are sufferers from true canker, which is known scientifically as otorrhoea. The disease is transferable from dogs to cats and is caused by a parasite. There is a dry stage in canker both in dogs and cats. At an early stage of canker the animal, whether dog or cat, will be observed to scratch or strike the base of the ear with the hind foot, and a sore spot soon develops just behind the ear. The best treatment for dry canker is an application of glycerite of iodine. After one efficient application and a day or so to effect its purpose the ear should be cleansed out with cotton, and a little wood alcohol on the end of a bone penholder. A few simple dressings with almond oil and cleanings as before will in all probability effect a cure. Pharmacists are, however, not usually consulted at the dry stage of the affection. It is when the unmistakable canker discharge has announced itself that he is consulted. It is then not enough to apply a suitable lotion; the ear

must be carefully cleansed in the manner previously described, using an abundance of dry cotton wool, and finishing with a dusting of powdered boric acid. Cases of long standing require more potent remedies, such as a mixture of equal parts of iodoform, calomel and boric acid. (Nov. 30.)

The Chemists of India. By G. S. Drayton.—This is an account of pharmacy as it is practiced in Bombay, which is illustrated with views of the exteriors of typical native pharmacies. (Nov. 30.)

A Tour in South Germany. By F. Goldby.—This is an illustrated account of a pharmacist's holiday in the southern valleys of the Black Forest, which should be useful and suggestive to those who have thoughts of spending a vacation period in a similar way, though it contains little of real pharmaceutical interest. (Nov. 30.)

The Glasgow Doctor's Shop; A Study in Economic Parasitism. By J. P. Gilmore.—The author traces the origin of the doctor's shop, as the pharmacy owned by a doctor in which he examines and treats patients is called in Great Britain, from the early practice of the Glasgow Faculty of Physicians and Surgeons of licensing candidates according to their "art and knowledge," so that a person who qualified first as a "pharmacien," or "apothecary," on subsequently passing as a surgeon combined the two titles and was known as surgeon-apothecary, continuing the shop which he had occupied as an apothecary, the holder being qualified to practice pharmacy as well as medicine proper. In Glasgow at the present time, there are 190 druggists' shops and 170 surgeon-druggists, there being a diminution in the number of surgeon-druggists. The paper is not complete in the current number of the *Pharmaceutical Journal*, but is summarized in full in its contemporaries. (Nov. 30.)

Notes from Barbados. By W. G. Freeman, M.A., B. Sc.—These are notes from a letter received by the Curator of the Pharmaceutical Societies' Museums. The various vegetable remedies in use on the island are enumerated. (Nov. 30.)

A Native Remedy for Black Water Fever. By E. M. Holmes, F. L. S.—The author has determined the botanical origin of a root, which is highly valued by the natives of the east coast of Africa as a remedy for hæmaturia and black water fever, as *Cassia abbreviata*, Oliv. Illustrations showing the appearance of the leaf and inflorescence accompany the article. (Nov. 30.)

Pharmaceutical Era, December.

Laudanum. By "Pharmakapole."—Laudanum is used very largely in some country districts as an external application for wounds. It is a popular prophylactic agent against lockjaw in some parts of Long Island, the method of using being to wrap the fresh wound loosely with a soft bandage and to keep the bandage saturated with laudanum for twenty-four hours or more, after which a dry bandage is applied and the wound healed in the usual way. The laudanum supplied in country districts to customers who use it freely as an external application is not of U. S. P. strength, but then the country customer does not expect to pay more than \$1.00 or less a pint, or \$1.50 a quart for it. The author cannot see what good purpose is served by the excessively strong laudanum of the 1890 edition of the Pharmacopœia. It has been his practice to dispense this laudanum only on a prescription or physician's orders, while for counter sales the laudanum of the 1870 Pharmacopœia is dispensed. As a measure of precaution against a possible accusation of selling a weaker preparation than that prescribed by the Pharmacopœia, 1870 laudanum, in addition to the

skull and cross bones, and the word poison in red, and the antidote, bears on its label, the wording, "This is the tincture of opium of the 1870 Pharmacopœia, and is not so active as that of the 1890 Pharmacopœia. It is intended generally for external and veterinary use." (Dec. 5.)

Window Displays. By William Rupp.—The author describes several window shows which he says have brought results. (Dec. 5.)

Drug Store Fables. By "Cynicus."—An effort in the George Ade line, which derives distinction from a lavish use of capital letters, intended for emphasis probably, but which gives a bewildering appearance to the printed page and makes difficult reading. (Dec. 12.)

How Much Is Made by Discounting Invoices? By J. T. Pepper.—The advantage of discounting bills is shown, and the author says it is a mistaken idea that a druggist must have lots of money in order to make his discounts. He says the practice tends to make the druggist a shrewder and keener buyer; makes him more prompt in paying, and increases his profits. (Dec. 12.)

Pharmaceutical Review, December.

The Copper Test for Sugar. By A. B. Lyons.—The author points out that while Fehling's solution will readily detect 0.01 per cent. of glucose in a simple aqueous solution, it often fails to give satisfactory evidence of glucose containing ten times that proportion. The copper is reduced, it is true, but is not immediately deposited and is mixed with other copper compounds which more or less disguise its identity. The author has observed that the action of the interfering substance may be obviated by the use of iodine. To test for sugar the following routine is suggested: Put into a test tube two or three drops of Fehling's solution with about 30 minims of distilled water. Heat to boiling, then add from a pipette five drops of the urine. Boil the mixture one minute, observing whether or not there is a deposit of cuprous oxide. This is likely to occur if the urine contains as much as one grain of sugar to the fluid ounce. Neutralize cautiously with hydrochloric acid, adding this in very slight excess. Add finally a few drops of a solution of potassium iodide. If this produces more than a faint cloudiness, sugar is probably present. If a heavy precipitate is thrown down, sugar is present in considerable quantity. Repeat the experiment, using a single drop of the urine. A distinct cloudiness will be produced if there is present as much as one grain of sugar to the fluid ounce. If a heavy precipitate fall, dilute the urine until a single drop will produce only a semi-opacity of the fluid on addition of the potassium iodide. From the degree of dilution an approximate estimation may be made of the quantity of sugar present. Confirm the result in any case by other tests for sugar.

Classification and Occurrence of the Constituents of Volatile Oils. By Florence M. Gage and I. W. Brandel.—This is a continuation of an article which has occupied considerable space in previous numbers of the *Review*. It records the results of very wide reading, and will prove of value in aiding advanced students of the chemistry of volatile oils to find original sources of information concerning work done in this field of research.

Guaiacol Succinate. By F. G. Ehlert.—This author has made a study of a number of guaiacol compounds and results of which have been published from time to time in the *Review* and have appeared in abstract in these columns. This salt occurs in fine, silky white crystals melting at 136 degrees C. It is insoluble in water, slightly soluble in alcohol or ether, and easily soluble in chloro-

form or acetone. It is very soluble in warm petroleum ether. Its therapeutic properties are the same as those of guaiacol.

The Druggists' Circular, November and December.

A Vacuum Still. By Joseph F. Hostelley.—The author describes in detail what he terms an "electro-vacuum vaporizer," designed some years ago by W. H. Hostelley. The apparatus is quite a complicated one, involving the use of a tubulated aspirator bottle for creating a vacuum. It would be impractical to give any brief description of it which would be intelligible.

The Practical Advantages of a College Training for a Pharmacist. By Medora Agnes Gorman.—The writer reiterates in various forms her belief that a college training is of great value, but adduces only one specific instance, that of a druggist who finds that it pays him to make his own tincture of opium from the ordinary 9 per cent. gum, determining the strength by assay of the finished product.

Diphtheria Antitoxin in the Pharmacopœia. By L. E. Sayre.—Professor Sayre reviews the work of the Committee of the American Pharmaceutical Association which was appointed to investigate the desirability of introducing diphtheria antitoxin into the Pharmacopœia and to formulate requirements for antitoxin which would be suitable for introduction into the U. S. Pharmacopœia. The report of the committee was submitted in a very abbreviated form at the St. Louis meeting, and in the present paper the author takes occasion, we think with some justice, to protest against the almost precipitate manner in which the matter was disposed of there. The author gives the translation of the text of the article in the German Pharmacopœia of antidiphtheritic serum.

A Revision of Some Definitions and Descriptions at Present Official. By H. H. Rusby.—The present installment is the conclusion of a series and embraces the botanical drugs, from pimenta to xanthoxylum. (November.)

Gelsemium. By L. E. Sayres.—The author reveals the history of gelsemium and points out the fact that though E. M. Holmes considers it unfortunate that the term yellow jasmine has been applied to this plant in this country because there is a true jasmine (*Jasminum fructicans*, Linné) whose flowers are yellow in color, this fact is of little importance from a practical point of view, since *J. fructicans* is not found in the United States, and there is no danger of confusing it with the yellow, or Carolina jasmine.

Official Botanical Names. By H. H. Rusby.—The author takes up the much discussed question of official botanical names, and opposes very firmly the arguments advanced by E. M. Holmes in favor of the rules enunciated by him, which rules are in opposition to those observed in America and followed generally by the German, Austrian and French botanists. He accuses Mr. Holmes of a lack of frankness in ignoring these facts, and also in ignoring all reference to the considerations concerning the parenthetical use of the author's name as set forth in the AMERICAN DRUGGIST for February 10, 1897. The entire subject is gone over at some length and several official names analyzed to show the faults in Mr. Holmes' system and the weak points in his arguments.

The Treatment of Coughs.—The author, who is anonymous, recommends that the treatment in every case begin with a thorough cleansing of the nose and throat with a normal salt solution and Dobell's solution. After the throat irritation has passed the acute stage a gargle of potassium chlorate should be used.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Lilac Water.—E. K. E.—Lilac perfumes were formerly made by blending together the pomade washings of orange flowers and tuberose with otto of rose, the tuberose scent predominating. The more modern method is to make a solution of terpineol in deodorized alcohol and to round off the odor with a little tuberose and rose extract. Terpineol, also called lilacine, is a thick liquid with a strong smell of lilac flowers. It is one of the new synthetic bodies now so largely used by perfumers. The best quality of terpineol is quoted at 60c. per oz, while a cheaper grade is offered at \$2.00 per lb.

The following formula will be found to yield an agreeable toilet water:

Terpineol.....	1 oz.
Oil rose.....	.30 drops
Tincture of benzoin.....	.30 drops
Deodorized alcohol.....	7½ pints
Orange flower water.....	.8 oz.

A cheaper toilet water is made by reducing the amount of terpineol, and substituting distilled water for the orange flower water. Use, say, half an ounce of terpineol, dissolved in a half gallon of deodorized alcohol, and add by degrees eight pints of distilled water, or as much as will be taken up without throwing the terpineol out of solution.

Capping Fluid for Bottles Containing Volatile Liquids.—D. B. S. asks us to name a formula for "a bottle capping fluid for use on bottles containing volatile liquids like collodion, chloroform, benzin, etc. A flexible capping similar to what is used on tubes containing carbon disulphide is required, and a rubber cement is preferred."

Rubber is plainly contraindicated as a capping for bottles containing liquids like chloroform, benzin, and carbon disulphide, in which rubber is soluble. Gelatin makes the most satisfactory capping compound for liquids of the kind named. The capping solution or cement is applied by dipping the neck of the bottle in the material, while it is kept in the liquid state by the application of heat. A gelatinous capping such as that used on the bottles containing Fellows' Syrup of Hypophosphites may be made from the following formula:

Gelatin	10
Water	10
Glycerin	3

Hydrate the gelatin by manipulating it in the water until it becomes quite soft and the water is all absorbed; then melt it on a water bath and add the glycerin. The cement may be tinted any desired color with a few drops of an aniline dye solution. Where a cheap gelatinous capping compound is desired the gelatin is replaced by white glue, and the desired color obtained by stirring in sufficient dry color.

Care should be taken not to add too large an amount of the dye, for, if very highly colored, the dye is apt to penetrate to the cork and the contents of the bottle, as was the case when Fellows first began the use of this style of capping.

The formula given above yields a hard cement capable of withstanding the action of the moisture in the atmosphere peculiar to the humid summers of the Atlantic coast. For a dry climate the amount of glycerin should

be increased, else the capping will become hard and horny, and difficult of removal when the bottle is opened.

A gelatinous capping is well adapted for sealing bottles containing oily, alcoholic or ethereal compounds, but should not be used for aqueous solutions or for preparations containing glycerin. For these latter paraffin wax, tinted with aniline color, makes a satisfactory capping. The wax is melted and kept at a sufficient heat to maintain its fluidity while the necks of the bottles are dipped into it.

Spotting Tobacco Leaf.—A subscriber writes: "Within the past few years, and more especially during this year, there has been a considerable demand for a preparation that will spot tobacco leaves, a demand which should be met by the retail druggist, who naturally is consulted by cigar makers in regard to such matters as spotting and flavoring preparations, which require an acquaintance with drugs and a knowledge of chemistry."

Several substances and processes have been proposed for the bleaching or spotting of tobacco. Among such may be named solution of chlorinated soda with acetic acid, nitric acid and sodium sulphite with an acid, chlorine gas, sulphur dioxide, etc. While all of these named bleach or spot the leaf, it is difficult to stop their action or halt the process when the desired result has been obtained. The following was found, after considerable experimentation, to give very satisfactory results, when applied to the tobacco leaf, and to be a source of substantial profit when sold to the cigar maker:

(1) Solution hydrogen dioxide, 9 per cent., 8 oz.

(2) Ammonium carbonate, coarsely granulated, 1oz.

The hydrogen dioxide is put up in a strong 10-ounce amber bottle with a rubber stopper, securely wired and bearing an appropriate label—e.g., "Acme Cigar Spotter." The coarsely powdered ammonium carbonate is put up in a wide mouthed bottle or tin box and similarly labeled. The directions for use accompany the package, worded as follows:

To 1 fluid ounce of No. 1 add 1¼ drams of No. 2, and mix well by stirring. Apply the mixture to the moist newly made cigars with a round, wooden toothpick, putting a bead of the mixture upon the cigar, and allow to remain until dry. (The resulting spot will be as large as the bead of mixture applied.) A short time elapses before the bleached spot appears, usually from eight to fifteen minutes. The mixture must be used fresh.

Pain Expellers.—L. A. K. asks us to name some formulas for pain expellers and rheumatism liniments which may be recommended for both internal and external use.

Liniments of the kind named consist usually of hydro-alcoholic solutions of aromatic oils, fortified with capsicum. We quote a few typical formulas:

	Gm.
(1) Tinct. capsicum.....	8.0
Camphor	1.5
Alcohol, 90 per cent.....	44.0
Peppermint water.....	15.0
Melissa water.....	15.0
Chamomile water.....	10.0
Ammonia water.....	8.0
Castile soap.....	1.0
Oleo-balsamic mixture, N. F.....	2.5

Caramel, sufficient to color.

	Gm.
(2) Tinct. capsicum.....	8.0
Tinct. arnica.....	12.0
Ammonia water.....	30.0
Alcohol	50.0
Distilled water.....	50.0
Oil cloves.....	1.0
	Gm.
(3) Tinct. capsicum (1-3).....	900.0
Tinct. black pepper.....	90.0
Tinct. galangal.....	60.0
Tinct. ratany.....	30.0
Grains of paradise, bruised.....	180.0
Macerate during eight days, shaking frequently; press, filter, and to the filtrate add	

	Gm.
Oil thyme.....	15.0
Oil of cloves.....	15.0
Oil of rosemary.....	15.0
Oil of lavender.....	15.0
Spirit of camphor.....	450.0
Spirit of ammonia.....	450.0
Powdered soap.....	45.0
Tinct. gualac.....	100.0

Allow to stand for several days; then filter.

	Gm.
(4) Oil sassafras.....	250.0
Oil cassia.....	30.0
Oil cloves.....	60.0
Oil turpentine.....	180.0
Stronger ammonia water.....	30.0
Chloroform	125.0

Alcohol sufficient to make 4 liters.

	Gm.
(5) Tinct. black pepper.....	100.0
Tinct. capsicum.....	100.0
Castile soap.....	25.0
Camphor	25.0
Alcohol	800.0

Mix and allow to stand for eight days with occasional shaking, then press and filter, and to the filtrate add:

	Gm.
Oil rosemary.....	5.0
Oil lavender.....	5.0
Oil clove.....	5.0
Oil cassia.....	1.0
Ammonia water.....	200.0

Mix and filter.

Cold Creams of Various Pharmacopœias.—

The ingredients of cold cream, or ointment of rose water, vary in different countries, according to the formulas given in the various national pharmacopœias. G. C. De Lessing has made a compilation of the various formulas and tabulated them for better purposes of comparison, as follows:

Quantities (Reduced to 100).

Pharmacopœias—	U. S.	Austrian.	British.	French.	German.	Swiss.
Average. Ingredients.						
7.78 White wax.....	11.44	7.65	7.71	7.89	7.02	5.00
8.50 Spermaceti.....	12.00	15.30	7.71	14.78	8.77	10.00
50.51 Almond oil, sweet.....	57.60	61.20	47.32	58.84	56.13	60.00
23.11 Rose water.....	18.27	15.30	36.80	14.70	28.08	25.00
Oil rose.....	....	....	0.01	gtt. 5	gtt. 2	....
Borax.....	0.48	....	....	....	....	....
Tincture of benzoin.....	....	....	....	3.94	....	....
	99.88	99.45	99.53	98.23	99.98	100.00

In communicating the results of his researches to the AMERICAN DRUGGIST Dr. De Lessing says that the pharmacopœias ought to insist on the use of rose water distilled from the petals of the rose, and the use of water made from oil of rose, artificial or natural, should be prohibited. Phenylethyl alcohol, which is a constituent of rose flowers, passes over into solution in the water of distillation, but is absent in waters made from the oil. This body acts as an antiseptic and to it the imported rose water owes its efficacy as an eye-lotion.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

NEW YEAR ACKNOWLEDGMENTS.

IT has long been a custom among merchants to make at this season some sort of an acknowledgment of favors received. This commonly takes the form of a card in the papers or some sort of a circular sent direct to the individual. This is a graceful, though conventional, thing to do, and the impulse is a worthy one. It is doubtful whether the occasion is turned to as good account as it might be in a majority of instances. A few formal, stereotyped phrases make up the usual acknowledgment. This may do for the papers, what is said there is largely impersonal, but anything sent direct to customers should get closer to them.

This is the season when people are inclined to let up on their meanness, thaw out, and feel kindly toward all men. They are in as reasonable and thoughtful a mood as they ever will be. You can approach them in the spirit of the season with assurance that you will get a hearing. There is no reason, therefore, why you should not have a little heart-to-heart talk with them, instead of wasting the opportunity by sending some brief, formal expression.

The best medium for the purpose is the letter. Imitation typewritten letters can now be gotten out by most printers, and these will answer very well. Those who do not wish to spare expense can have a photographic reproduction of their own handwriting made, though this is hardly necessary.

Make such a letter as sincere, direct and personal as you can. Put yourself and your business aspirations in it. Refer to the career of your store, acknowledge your indebtedness to the customer for his loyalty and trade. Voice your hopes for the future, tell what you have done and intend doing to promote the interests of customers. Make them feel that you have an actual interest in their welfare, and that your expressed wishes for their happiness and prosperity are genuine. It is not hard to do this. Feel it first and then write as you feel. This form of advertisement is not the kind that brings immediate results. The occasion is not one that should be expected to produce tangible dollars. All you want is to have them think kindly of you. Such impressions last and will bring response in due season.

While you are sending such a letter to your regular customers, don't neglect to send them to others as well; the advertising value will be greater in the latter instance than in the first. Let them think that you think them to be your customers—no harm in that.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to John R. Thompson, Allegheny, Pa.

CRITICISM AND COMMENT.

The prize ads for this issue are selected from among a number contained in a recent issue of John R. Thompson's "Thompsonian." This little store paper, which is in some respects the best that reaches this department, has been published for a long time, and appears to accomplish its mission. The last issue was devoted to the interests of a branch store recently opened at Mount Oliver.

What They Say.

Our sponges are not dirty and shop worn. We keep them under cover and they are always clean and fresh looking.—*Kahn's Pharmacy, Baltimore, Md.*

Sponges.

There isn't a good word to say about sponges, and yet our business in them is bigger every year.

They are dear—even here where things are low.
They grow worse—even here where things grow better.
Now! If you want a sponge, get it where they sell the most and tell the truth.

For baby, 25c. to \$3.50. Toilet, 15c. to \$1.
Bath, 50c. to \$7. House-cleaning, 3c. to \$1.25.
Loofah (scrubbers), 10c. Carriage, 25c. to \$1.50.
EVANS'S, 1108 Chestnut. Eighth and Arch. 2330 North Front, Philadelphia.

Reliable Rubber Goods.

Supplying dependable rubber goods has built up a nice trade for us in this line. We have lately received a large stock of Syringes, Atomizers and Hot Water Bottles. We invite you to come and see them.

Perhaps the greatest factor in building up our rubber goods trade is our prices. Many stores sell them at exorbitant prices just because the values are not so well known. We sell them as we do all other merchandise—for as little as we can.

Bulb Syringes from 40c. to \$1.00.
Mountain Syringes from 75c. to \$1.50.
Combined Hot Water Bottle and Fountain Syringe, \$1.35.
Atomizers from 50c. to 85c.
Hot Water Bottles from 70c. to \$1.25.

H. F. RUHL, Mannheim, Pa.

How good, not how cheap. We have a pure rubber bag that is guaranteed for two years. If anything goes wrong with it in that time we are authorized to give you a new one or your money back. Each one is dated when we sell it. The two quarts are worth \$1.50; the three quarts are worth \$1.75. They are a little higher in price than the regular hot water bottle, but are well worth the difference.—*Andrew E. Cunningham, Detroit, Mich.*

Prescriptions.

The principal work of the good druggist is, of course, the filling of prescriptions. When the doctor gives a prescription he places his own reputation and the welfare of his patient into the hands of a druggist.

The responsibility of the druggist is great.
He must understand his business thoroughly.
He must know his responsibility.
He must be fully capable of knowing the seriousness of his calling.
He must be strictly sober, well balanced and above reproach.
The good druggist fills every prescription as though it were for his own family.

He makes his preparations as though his own life and health depended on them. In asking you to bring your prescriptions to us, we do so with conscientious confidence. You will find us worthy.

Do You Want A Good Sponge?

By a good sponge we mean one that will not tear to pieces in a little while—one that has not had the life bleached out of it by acids which eat out all the good there is in a sponge. The bleaching of a sponge makes it look pretty, but if you want a sponge that will remain firm and not tear, get one of our unbleached sheeps wool, they are just as nature made them—strong and healthy—they will outwear the beautiful bleached sponge three or four times and give better satisfaction all the time.

Good Sponges cost 25c., 50c., 75c., and \$1, according to size.

Chest Protectors.

The time of year is coming for Chest Protectors; get them early and avoid the cold. One chest protector is worth a good many bottles of cough syrup if used in time.

Large Felt Protectors.....50c.
Chest and Abdominal Protectors.....75c.
Child's Medicated Protector.....50c.

The Prize Advertisements.

These ads are straightforward little business talks; they say something sensible and stop. It seems as though this sort of an ad would be the kind most commonly seen, but it is not; most writers of ads try too hard and the strain is apparent.

CHANGE OF TENER.

EDITOR BUSINESS BUILDING:

Inclosed find ads clipped from our weekly paper. These ads are changed every month and have produced good results. What criticism, if any, would you make upon the general appearance of the ads?
SCHULTZE & SEYDLER.

The general appearance of these ads is good. I have no doubt that they stand out well in the paper. Appearance, however, is not the most important thing in advertising. It is what you say and the persistency with which you say it that does the business. Persistency does not mean, though, that an ad should be persistently used for four weeks. That is the sort of persistence that is robbing thousands of merchants of results. No one does good advertising who runs an ad four weeks. There is precisely as much reason for changing retail ads in every issue as for changing the editorials. These ads are done into panels, three panels in an ad, and a different time in each panel. It would be far better to present a single one of these subjects each week; or, if it is desirable to mention several items in an ad and to mention them several weeks in succession, change the copy each week and say something new each time. That would educate people into the habit of reading the ads; the present system will educate them out of the habit. The matter in these ads is good; but it will get pretty stale in a month.

PLEASING ANNOUNCEMENT.

M. D. Fisher, Chelsea, Mass., announces his purchase of an old business with a neat two-color folder on deckle edge paper. The announcement is conventional in character, but is so well done that it is sure to receive attention.

ENTERPRISING.

J. R. Cajacob sends copy of his local paper for Nov. 28, in which he has a holiday occupying the entire front page. It is unusual to find that position devoted to ads, and it is certain that no reader of the paper got away from this one. The ad is well written and arranged. Further enterprise is shown by the fact that this page ad appeared four weeks before Christmas. The man who hits them hard and early need not fear any lack of results.

ATTRACTIVE DISPLAY.

E. B. Patton, Waupun, Wis., gives special attention to the display of his ads. A recent example is reproduced. Few advertisers have the time, and fewer printers are willing to go to trouble of this sort. Good display is good; good matter is better. Most advertisers who give particular attention to display are apt to overlook the fact that what is said is the important thing. Mr. Patton combines the two elements well; the ad is good and the setting is striking.

THIS ONE NOT A PRIZE WINNER.

A Chicago correspondent facetiously submits the following from the Rock Island *Argus* in the prize ad. competition:

Orders can be left at Reiss' drug store for all kinds of funeral work.

SOLID ADS.

The Ferris & Ferris Company, Franklinville, N. Y., submit samples of some solidly set ads. One headed Ferris & Ferris Company's Drug Talk contains about one-fourth column of solid matter in which two or three subjects are presented without subheads or divisions. Ads of this style may do for a change occasionally, but as a rule topical headings are required, because proper headings sort the readers—they attract readers who will be specially interested in the topic presented.

THE PHILADELPHIA COLLEGE MEETING.

The Origin, Development and Influence of State Pharmaceutical Associations—The History of Sugar Coated Pills—Dispensing Essential Oils in Capsules—Ground Flaxseed Adulterated with Mineral Oil.

THE regular monthly pharmaceutical meeting of the Philadelphia College of Pharmacy was held Tuesday afternoon, December 17, Dr. R. V. Mattison, a vice-president of the college, presiding.

Jos. L. Lemberger read a paper on *The Origin, History and Influence of State Pharmaceutical Associations*. The speaker said that State associations are intended to unite the educated and reputable pharmacists and druggists for their mutual advancement professionally and commercially. In addition to uniting the pharmacists of the several States, they have added to the educational work, have framed and caused to be enacted pharmacy laws, have exerted a favorable influence on the medical societies of the States and cultivated an interstate fellowship among the various State pharmaceutical associations. In concluding the paper Mr. Lemberger said that the State pharmaceutical association is environed with certain conditions upon which depends the possibility of becoming permanently useful. Their ideals must be kept up to the highest possible standard. Excellent pharmacy and commercial integrity must be the leading aim, so that the unaffiliated of the craft may be attracted, the broken ranks filled and the hitherto excellent work of State associations perpetuated.

THE HISTORY OF THE SUGAR COATED PILLS.

Two papers were presented on the subject of sugar coated pills, one by Wm. R. Warner, jr., and the other by Thos. S. Wiegand. These papers proved to be of historical interest and were discussed by Messrs. Shinn, Lemberger, Remington, Lowe, Boring, McIntyre, Wiegand, Kraemer and the chairman. The papers and discussion brought out the fact that the first sugar coated pills sold in this country were imported from France and were manufactured by Garnier Lumoreaux & Co., and that the late Wm. R. Warner was probably the first to make sugar coated pills in the United States.

ESSENTIAL OILS IN CAPSULES.

Wm. G. Toplis presented a paper on *A Method for Filling Capsules with Essential Oils*, and gave a demonstration of the method. The paper was discussed by Messrs. Haussman, Lowe, Boring and the chairman.

Lynan F. Kebler read a paper on *Ground Flaxseed Adulterated with Mineral Oil*, in which he reported the replacement of the natural oil with as much as 14 per cent. of petroleum oil.

THE PHARMACOLOGIC ASSAY OF DRUGS.

A paper on *The Pharmacologic Assay of Drugs*, by Dr. Arthur R. Cushny, of the University of Michigan, was read in behalf of the author by Professor Kraemer. The author presented data showing that it is a useful substitute for chemical assay in the case of many drugs in which the latter is not practicable, and said that it permits of a standard being formed for these preparations which is sufficiently constant and sufficiently exact for therapeutic purposes.

E. H. Gane, of New York City, sent over a specimen of Chibu, which had been received from Porto Rico, and is apparently very similar to our gum thus. Among other exhibits were those of Wm. R. Warner & Co. of sugar coated pills; Hance Bros. & White, a line of elastic capsules; Gilpin, Langdon & Co., a line of assayed powdered vegetable drugs.

Wm. McIntyre presented a check for \$35 for the use of the pharmaceutical meetings, and stated that inasmuch as he was a life member of the college and was not required to pay any further dues, and, furthermore, that as he had profited by attendance at these meetings, he desired to give an equivalent of the annual dues for the past seven years. The check was accepted and a vote of thanks was tendered Mr. McIntyre for his donation.

Before adjourning the secretary announced that the following provisional programme had been arranged for the next meeting on January 21:

The History and Uses of Digestive Ferments in Medicine, by Benjamin T. Fairchild, of New York City; *Filtration of Drinking Water*, by Wm. G. Toplis; other papers and various exhibits are also expected.

DRUGGISTS EXERCISED OVER A NEW SODA WATER LAW.

Intended to Harass Users of Liquid Carbonic Acid Gas.

An echo of the cry against the use of carbonating machines for the manufacture of soda water from liquid carbonic acid gas, which was made some eighteen months ago and fully ventilated in the *AMERICAN DRUGGIST* at the time (see *AMERICAN DRUGGIST*, May 28, 1900, pp. 352, 353), was heard in a decision handed down last week by the Appellate Division of the Supreme Court of this State, in which the judgment of a lower court convicting a confectioner of a misdemeanor for having manufactured soda water from liquid carbonic acid gas in premises forming part of a tenement house was affirmed, the entire bench concurring. The text of this decision, printed in circular form, has been widely circulated among druggists and confectioners by the Fire Department and certain firms who are interested in the enforcement of the law.

In handing down its decision the Appellate Division said the only question involved on the appeal was as to whether the carbonating of soda water by the use of liquid carbonic acid gas was unlawful within the proper construction of the Code. The decision disposes of this point in the following words:

Under the stipulation it is evident that soda water manufactured by this defendant was an article a component part of which was compressed gas, and therefore the use of compressed gas in the manufacture of that article was within the prohibition of the statute and constituted a misdemeanor. We think the true construction of the statute as affecting the present case is that it prohibits the use of compressed gas as a component part of an article manufactured upon such premises as those occupied by the defendant.

It is urged that the statute is unconstitutional and that it falls within the condemnation of cases such as *Matter of Jacobs* (98 N. Y. 98); *People v. Gilson* (99 N. Y. 377); *People v. Rosenberg* (138 N. Y. 410); *People v. Marx* (99 N. Y. 377), and others, but it is evident that the Legislature, within its proper power, passed this statute as one affecting public safety and hence prohibited in certain places the use in manufactures of substances dangerous to life and limb. The statute does not make it a criminal offense to manufacture soda water, but to use compressed gas, which is liable to explode, as a component part of an article manufactured in certain houses. The act comes within the police power of the State: it is not an effort, under the guise of a police regulation, to affect personal rights and private property, but "it tends in a clear and specific way to accomplish a purpose which the Legislature has the right to accomplish"—namely, to protect from injury the occupants of tenements or dwelling houses.

The conviction should be affirmed.

As might well be imagined, the new activity that is being manifested by those interested in the enforcement of the law has greatly agitated pharmacists, who are the principal users of liquid carbonic acid gas, and at the usual monthly meeting of the Manhattan Pharmaceutical Association on Monday, December 16, the whole matter was pretty thoroughly discussed. The universal opinion being that no time should be lost in securing the repeal of a law which made it a misdemeanor for druggists to manufacture soda water on their premises, and the chairman of the Legislative Committee of the association was instructed by vote to confer with allied organizations throughout the city and State to bring about the desired result.

As was pointed out in these columns last year, the law under which the movement against the use of liquid carbonic acid gas in drug stores is being conducted is cleverly tucked away in the body of an act relating to combustibles and explosives, the only portion of the act which can by any possible distortion be construed as applying to the carbonating of beverages, etc., being contained in the following excerpt from chapter 494 of the laws of 1900:

A person who manufactures gunpowder, dynamite, nitroglycerin, liquid or compressed air or gases, except acetylene gas and other gases used for illuminating purposes, naphtha, gasoline, benzine or any explosive articles or compounds, or manufactures ammunition, fireworks or other articles of which these substances are component parts, in a cellar, room or apartment of a tenement or dwelling house, or any building occupied in whole or in part by persons or families for living purposes, is guilty of a misdemeanor.

It may be stated that Senator Ford, who was sponsor for the law when it was introduced into the Legislature, has stated publicly that he had no idea that it was intended to be applied to soda water, and it may be noticed that no mention is made of soda water from beginning to end of the law. Gunpowder, naphtha, ammunition and fireworks are mentioned, but not soda water. The law appears to have been designed to prohibit the use of carbonators by retail druggists under the cover of preventing the manufacture of explosives in tenement buildings.

THE PHILADELPHIA ASSOCIATION.

Growth of the Association—The Smoker a Great Success—New Officers Elected.

Philadelphia, December 18.—On December 6 the Philadelphia Association of Retail Druggists gave a smoker to the trade at the North Broad Street Drawing Rooms. This was one of the most successful entertainments given by this association and it was attended by several hundred druggists.

The local retail association now has a membership of nearly 600, and it is thought that with the new century all desirable druggists will join it. Every member is a registered pharmacist, and since its organization much has been done to make the lot of the druggist a more pleasant one. While the association is of a purely business character, the smoker was one for sociability's sake. Prior to the smoker and entertainment the regular monthly meeting was held. The Nominating Committee reported the following names to be voted upon at the next regular meeting, which takes place on January 3:

President, W. H. Poley, Germantown; first vice-president, H. C. Blair, H. A. Nolte; second vice-president, M. Kratz, J. G. Howard; third vice-president, C. H. Campbell, A. A. G. Starck; treasurer, Dr. E. R. Smiley, C. W. Shull; financial secretary, W. W. Chalfant, H. J. Batdorf; recording secretary, S. W. Strunk; Executive Committee, J. C. Perry, Prof. C. B. Lowe, G. A. Appenzeller, L. M. Baer, W. L. Cliffe, J. Eppstein, Charles Rebffuss, H. B. Morse, H. Swain, E. M. Platt, T. H. Potts, J. Reynolds, A. C. Schofield, H. C. Chapman, W. E. Lee.

The present officers are: President, Walter A. Rumsey; first vice-president, W. H. Poley; second vice-president, H. C. Blair; third vice-president, Mahlon Kratz; treasurer, Dr. Edwin R. Smiley; financial secretary, C. H. Campbell; recording secretary, F. T. Gordon; Executive Committee, James C. Perry, chairman; Jacob Eppstein, assistant chairman; Harry L. Stiles, J. G. Howard, Theo. Campbell, Charles Leedom and W. W. Chalfant.

The Pharmacists' Manufacturing Company

At a meeting of the Manhattan Pharmaceutical Association on Monday, December 16, the prospectus of the newly formed Pharmacists' Manufacturing Company was discussed by several members. This company were indorsed by the association at the last meeting, and the secretary of the association was instructed to secure a sufficient number of prospectuses to place a copy in the hands of every member. The Pharmacists' Manufacturing Company, who have been incorporated with a capital of \$20,000, being the sum total of 800 shares at \$25 each, purport to be "an absolutely mutual co-operative and protective association, as every shareholder is on exactly the same footing, no one being allowed to take less nor more than four shares of stock. The prospectus embraces the usual glittering generalities about the evil effects of cut prices and of concentration of capital on the retail trade, the advantages accruing from manufacturing on a large scale in a co-operative way, etc., and the announcement is made that the corporation will be formed under the laws of the State of New York and be known as "The Pharmacists' Manufacturing Company of New York." It is proposed, apparently, to carry a general stock of drugs, as well as to manufacture a full line of pharmaceutical preparations. Sales are to be on a strictly cash basis.

The officers of the company are to consist of a president, vice-president, secretary and treasurer, to be elected annually by the majority of the stockholders personally or by proxy. The Board of Directors is to consist of the president, who shall be chairman, and six other members to be elected by a majority of the shareholders in the following manner: Two for one year, two for two years and two for three years, any vacancy occurring to be filled by vote of the stockholders for the remaining term of such vacancy.

Said Board of Directors are to serve their respective terms without compensation, and shall meet at such times as they may elect to supervise the affairs of the company. The Board of Directors shall have full and entire charge of the affairs of said company and shall annually make report to the stockholders showing the detailed condition of the business for the year.

The stock is to be divided into shares, the par value of which shall be \$25. Each subscriber must take four shares of stock.

The following are named as incorporators of the Pharmacists' Manufacturing Company—viz.: Otto Boeddiker, 954

Sixth avenue; William H. Pporr, 1734 Amsterdam avenue; N. V. Cody, Eighty-fourth street and Park avenue; J. Maxwell Pringle, jr., 977 Eighth avenue; F. O. Collins, 131 Third avenue; Reeder Bros., 460 Fourth avenue; Daggett & Ramsdell, 17 West Thirty-fourth street; R. W. Sayer, 2308 Third avenue; B. F. Dauscha, 1294 Madison avenue; Schaaf Bros., 3409 Third avenue; E. J. Emelin, 821 Seventh avenue; Henry Schlerer, 366 Ninth avenue; R. Eschmann, 755 Ninth avenue; Herman Schmidt, 931 Third avenue; Louis G. Gies, Eighty-ninth street and Park avenue; Geo. E. Schweinfurth, 866 Sixth avenue; S. F. Haddad, 89 Broad street; Reuben R. Smith, 901 Seventh avenue; Kellogg & Co., 1031 Sixth avenue; C. & R. Timmermann, 600 Park avenue; Geo. Kleinau, 897 Park avenue; Ward & Lindeman, 2 Columbus avenue; J. Leon Lascoff, 122 Lexington avenue; C. H. White, 511 Madison avenue; Fred. Wichelns, 192 Greenwich street.

DRUG MERCHANTS OF AMERICA.

Members of the Vinol Club Incorporate Their New Buying Association.

The formation of the Drug Merchants of America was described in a report of the meeting of the Vinol Club in the AMERICAN DRUGGIST for October 14, 1901. This concern have just been incorporated under the laws of West Virginia for the purpose of transacting a wholesale drug business, or, in the wording of a prospectus issued by the Drug Merchants of America, Incorporated, to conduct a general financial, mercantile and commercial business affecting the interests of the manufacturing and retail drug trade, to maintain an office as an exchange for unsalable goods, and to effect a general purchasing system of manufactured and crude drugs for the benefit of the individual stockholders of the company. The capital stock of the incorporation is \$10,000, divided into 2,000 shares at the par value of \$5 each. The incorporators are Henry C. Hall, Waltham, Mass.; Fred. H. Hubbard, Newton, Mass.; William C. Bolton, Brooklyn, N. Y.; Judson B. Todd, Ithaca, N. Y.; Thomas Stoddart, Buffalo, N. Y.; J. C. Brady, Fall River, Mass.; George C. Lyon, Providence, R. I.; Henry J. Steiner, Norwich, Conn., and Louis K. Liggett, Boston, Mass. The present officers are George C. Lyon, of Hall & Lyon Company, Providence, R. I., president and general manager; Thomas Stoddart, of Stoddart Bros., Buffalo, N. Y., vice-president, and J. Edward Howard, 108 Fulton street, New York, secretary and treasurer. The directors are George C. Lyon, Thomas Stoddart, William C. Bolton, of Bolton Drug Company, Brooklyn, N. Y.; James De Merville, of the De Merville Drug Company, Nashville, Tenn.; James C. Brady, Fall River, Mass.; B. May, of the May Drug Company, Pittsburg, Pa.; E. G. Isaacs, of T. P. Taylor & Co., Louisville, Ky.; Henry J. Huder, Indianapolis, Ind., and O. C. Reed, Toledo, Ohio.

The secretary of the corporation, J. Edward Howard, who has an office at 108 Fulton street, New York, was formerly connected with the wholesale drug firm of Farrand, Williams & Clark, Detroit, Mich.

New Druggists' Sundries House.

Elbert E. Fisher, who has conducted a retail drug store in Bridgeport, Conn., for upward of twelve years, has just disposed of the stock and good will of his store to J. A. Levery, of the same city. Mr. Fisher has formed a connection with W. I. Addis, a well-known dealer in glass ware, bottles and hotel and restaurant supplies, of New York City, and will enter the glass ware and druggists' sundries business, with headquarters in Buffalo, N. Y. Mr. Fisher is a graduate of the New York College of Pharmacy, class of '89, and has a large circle of acquaintances among the druggists of New England. The style of the firm will be Addis, Fisher & Co., and they will carry a full line of glassware, including bottles, vials, soda water requisites, hotel, restaurant and bar supplies and druggists' sundries, including corks and rubber goods. The firm will have a clear field to themselves in Buffalo, as there is no other druggists' sundries house in that city, and their prospects are accordingly very bright.

A Congressional Drug Store.

Dr. Frank Wilson, a member of Congress from Brooklyn, has introduced a bill providing for the maintenance of a Congressional drug store in the Capitol to supply drugs to the members of Congress in case of an emergency.

Wholesalers Oppose New Fire Insurance Rates.

Members of the drug trade, particularly importers and wholesale firms, are up in arms against regulations enforced by fire insurance companies relative to the storing of drugs and chemicals in warehouses, and also against the new classification and special ratings imposed on practically all kinds of drugs that are put in storage warehouses. They claim that the special rating of each drug is not only unnecessary, but is unfair and gives a great deal of trouble and annoyance to jobbers and others who have such goods in storage. They also assert that the fire insurance interests have acted arbitrarily in the matter without consulting the trade directly affected.

A special committee of the Drug Trade Section of the Board of Trade and Transportation has been appointed and now has the matter under consideration. The committee consists of John H. Stallman, of Stallman & Fulton; Albert Plaut, of Lehn & Fink; Albert Bruen, of Bruen, Ritchey & Co.; John M. Peters, of W. J. Matheson & Co., and Philip S. Tilden, of Franklin H. Kalbfleisch Company.

The following are a few of the ratings under the new classification, issued by the New York Fire Insurance Exchange, for goods in warehouses:

	Add to base rate. Cents.
Peruvian bark.....	22
Herbs.....	19
Ammonia, aqua.....	48
Ammonia, aqua, if separately stored in chemical warehouse..	19
Ammoniac, sal.....	12
Anise seed.....	24
Argols.....	17
Arsenic.....	60
Arsenic, if separately stored.....	14
Aconite, root or leaves.....	22
Acid, boracic.....	40
Acid, carbolic.....	80
Asafetida.....	48
Asafetida, if separately stored.....	19
Bark, callaya.....	19
Bark, cascarrilla.....	22
Camphor, gum.....	29
Gums, arabic, etc.....	29
Hops.....	36
Insect powder.....	24
Liquorice, sticks.....	19
Liquorice, root.....	17
Myrrh, gum.....	17

Obituary.

Strother M. Strother, a drug clerk, employed by the Owl Drug Company, of San Francisco, died on December 7 in that city. He was but 23 years old.

Rives Walker, a popular druggist of Bristol, Pa., died on December 6, aged 45. He was a native of Aberdeen, Miss., and had been in business in Bristol since 1885.

George H. Fisher, who had been a pharmacist in Toledo, Ohio, for many years, but who had lately been interested in mechanical industries, died in Toledo on December 9. He was 54 years old.

William Howell, a druggist of prominence in the early history of Brooklyn, but retired for many years, died at the Brooklyn Home for Aged Men on December 8, aged 81 years. He had been an inmate of the home for a year.

Charles M. White, of the Stearns & White Company, manufacturing chemists at 181 Chestnut street, Chicago, died December 16. Mr. White had been ill a long time with cancer and other complications, and his death was not unexpected. He had been in the manufacturing business for almost 15 years, and was well known throughout the trade in the Northwest.

Thomas H. Bauchle, senior member of the firm of Young & Smylie, licorice manufacturers, died on December 18, at his home in New York City, after an illness of several months. Mr. Bauchle was connected with a number of other business interests and was a prominent club man. He was a veteran of the Seventh Regiment, and is survived by a widow and two sons.

Major Aaron Sager, druggist of Cortland, N. Y., dropped dead in his drug store there on December 7. He was a member of the Seventy-sixth New York Volunteers in the Civil War until the second battle of Bull Run, when he was seriously wounded. He was commended for gallantry in this battle. He was a former president of the New York State Pharmaceutical Association.

GREATER NEW YORK.

Thomas Lord, of the firm of Lord, Owen & Co., wholesale druggists, Chicago, was a visitor to the local drug market last week.

James Stafford, who was a druggist at White Plains, has been appointed an Inspector of Drugs in the New York Custom House.

Dr. George E. Rosengarten, of the firm of Rosengarten & Son, chemists, Philadelphia, visited the New York office of his firm last week.

Fire, which did most damage to the establishment at 198 Broadway, caused a loss of \$2,000 to Hegeman's drug store, at 196 on the night of December 12.

Syd. H. Carragan, head of the eastern traveling staff of Parke, Davis & Co., has been absent from his desk for a few days owing to a slight indisposition.

The firm of Eli Lilly & Co., Indianapolis, will open a branch office in New York City, at 133 William street, on January 1, 1902. Charles J. Lynn will be in charge.

The many friends of George E. Schweinfurth, president of the Retail Druggists' Bowling Association, will be grieved to learn of the severe illness of his wife, who is ill with typhoid fever.

The Bioplasm Company, of New York, have been incorporated at Albany to deal in proprietary medicines; capital, \$20,000. Directors: Peter M. Wise, E. F. Bowers and Emma R. McKee, of New York City.

Samuel E. Strong, of the firm of Strong, Cobb & Co., Cleveland, Ohio, who is widely known as the treasurer of the National Wholesale Druggists' Association, spent a few days in New York last week.

W. J. Walding, of Walding, Kinnan & Marvin Company, Toledo, Ohio, was a visitor to the city last week and met a number of members of the National Wholesale Druggists' Association, of which he is the president.

Henry C. Boysen has succeeded S. V. B. Swann as local salesman for the Fischer Chemical Importing Company, of 14 Platt street, New York. Mr. Boysen was formerly in business for himself at the corner of 132d street and Seventh avenue.

Speth's pharmacy, of Brooklyn, N. Y., has been incorporated with the Secretary of State, to deal in drugs and chemicals. The capital stock is \$500, and the directors for the first year are Frances Bachert, Anthony Bachert and Charles Speth, of Brooklyn.

Eustace H. Gane, Ph.C., who has been head of the analytical department of McKesson & Robbins for several years past, has recently been promoted to take entire charge of the manufacturing laboratories, succeeding Byron McIntyre, who is no longer connected with the firm.

The Drug Clerks' Circle of New York City gives its third annual concert and ball on Friday evening, January 31, 1902, at Webster Hall, Third avenue and Eleventh street. The Committee of Arrangements have matters well in hand and promise an enjoyable time to all who attend.

President E. C. De Witt, of the Proprietary Association of America, now a resident of Chicago, where he is a manufacturer of proprietary medicines, has decided to make New York City his home in the future and is having a fine residence built here on Fifty-fifth street, near Fifth avenue.

James Duggan, a druggist, of Hartford, Conn., who is well known throughout the State as a former president of the Connecticut Pharmaceutical Association, has lost his health through close attention to business. On December 15 he was removed to a hospital suffering from nervous prostration. Mr. Duggan's wife died a year ago.

Bernhard Steindler, who was well known at one time as an active member of the New York Pharmaceutical Clerks' Association and who has been engaged in the drug business in this city at 103d street and Third avenue on his own account for some time past, has recently met with financial difficulties, and the foreclosure of a mortgage has practically put him out of business.

F. L. Seely, secretary of the Paris Medicine Company, St. Louis, was in the city last week calling on his numerous friends in the jobbing and importing trade and attending to his business interests. Mr. Seely is widely known through his writings and addresses on cinchona cultivation, he having studied the subject in Madras, Java and Ceylon.

H. P. Campbell, of the firm of Sturgis & Campbell, Clinton, Ia., called on a number of his quondam acquaintances among New York druggists last week. Mr. Campbell, who is a graduate of the New York College of Pharmacy, was apothecary to the New York Dispensary, on Centre street, for a number of years, and was more recently engaged in the retail drug business at 54 New York avenue, Brooklyn.

The prescription clerks employed in the four drug stores of Far Rockaway, Queens Borough, are enjoying a half holiday every other Sunday. Under the new arrangement two of the four stores close at 1 o'clock one Sunday. These stores will remain open the following Sunday and the other two close at 1 o'clock, giving the clerks employed there a half holiday. The arrangement meets with favor by all concerned.

The firm of Neidlinger Bros., New York City, have been incorporated in New Jersey to manufacture and sell druggists' sundries and supplies, including all kinds of drugs and chemicals. The capital stock, \$50,000, is in shares of \$100 each. The plant will be located at Summit, N. J. Incorporators: William and George H. Neidlinger, of 211 St. John's place, Brooklyn, and Charles E. Watkins, of 239 Morris avenue, Summit, N. J.

Among the visitors to the drug market during the past fortnight was Miss Mary Henry, proprietor of one of the leading drug stores in Champaign, Ill. Miss Henry is a business woman by inheritance and early training, having been associated with her late father in the management of his extensive establishment in Champaign for some years prior to his death, and since that time she has had the entire charge of the business.

At the meeting of the New York section of the Society of Chemical Industry, held at the Chemists' Club, 108 West Fifty-fifth street, on Friday, December 20, papers were read as follows: The Determination of Bismuth in Lead, by G. Thurnauer; The Chemistry of Paints, by Maximilian Toch; Report of the Subcommittee on a Uniform Method for the Analysis of Portland Cement, by Clifford Richardson; On Ricinus Oil Cake, by Oscar Nagel.

John Kiehl, a druggist, of Third avenue and Thirteenth street, was sued in the City Court a few days ago by an actress, who sought to recover \$2000 damages because her hair turned green when she applied something which she bought for henna leaves to turn it red. Experts in the use of hair dyes, who were called in defense of Mr. Kiehl, testified that the actress's hair turned green because she did not know how to use henna leaves, and she lost her suit.

At the annual meeting of the New Yorker Deutscher Apotheker-Verein, held recently, the following officers were elected to serve during the ensuing year: President, Charles F. Schlussner; first vice-president, Carl Schur; second vice-president, Oscar Goldman; treasurer, Felix Hirsman; recording secretary, Charles Klippert; corresponding secretary, Sidney Faber; archivist, George Leinecker; librarian, George Stolzenburg; Board of Trustees, Carl Schur, Henry Imhof and Carl Kessler.

Wholesale druggists have been flooded with orders from interior points for "red albumen," following the publication of letters in the daily papers advocating the use of this product for the purpose of increasing the yield of eggs from hens. Some dealers are supplying ordinary blood albumen, which is sometimes called red albumen, while others reject all orders for the substance on the ground that the name is a fanciful one applied to a mixture containing no albumen in any form. It is claimed that analysis has shown "red albumen" to consist of ground oyster shells and red pepper.

R. J. Owens, the druggist of Myrtle avenue and Spencer street, Brooklyn, is a lover of felines. In his collection is one "coon" Angora cat, weighing over 15 pounds, a beautiful Maltese, with the head and tail of a raccoon. This fine prize-winner was imported by the druggist from its home in Hancock County, Maine. Another specimen is a Thomas cat, which for ten years has been the admired of the neighborhood. He is a beautifully marked gray and black, and weighs over 14 pounds.

Dr. Jokichi Takamine, of Parke, Davis & Co.'s scientific staff, was the guest of a number of British physicians at dinner at the Grand Midland Hotel, London, on November 29, and the London Chemist and Druggist prints an account of the affair in its issue for December 7 under the heading, A Japanese Evening. In reply to the toast of his health, given by Dr. Alfred Gubb, Dr. Takamine made an interesting address, in which he spoke of the connection between physic and the new era in Japan, and referred to his discoveries of taka-diastase and adrenalin. He also delighted the guests

with a series of stereopticon views of Japan. Dr. Takamine spent several days in London on his way to Japan.

Robert E. Service, who has represented the firm of J. M. Maris & Co., of Philadelphia and New York, in New York State for the past eighteen years, has severed his connection with that firm and after January 1 will handle the well-known line of perfumes manufactured by Lazell, Dalley & Co., of New York City, acting as their representative over the same territory he formerly covered for Maris & Co. Mr. Service, who is best known throughout the State by his familiar cognomen of "Bob" Service, is one of the most popular salesmen to the drug trade, and is particularly well known to the members of the State Pharmaceutical Association from his faithful attendance at the meetings and the active interest he has always manifested in its affairs. There is scarcely a movement in the line of pharmaceutical politics coming up at the meetings but what "Bob" has a finger in, but it is to his credit that he is always to be found on the side of those who have the best interests of the association at heart.

In going with Lazell, Dalley & Co. Mr. Service goes back to his first love, for his earliest experience on the road was gained with the perfume house of Henry Tetlow, where he spent five years.

WORKING A NEW SWINDLE AMONG DRUGGISTS

An uncommonly mean swindle is reported as being worked among druggists of this city just now. A salesman, who claims to represent a reliable house, offers toilet paper packages of the nickel variety of unusual weight, with the understanding that cash is to be paid on delivery. The money is usually handed over the moment the box arrives, and by the time the case is opened and the packages are found to be lighter, smaller and of inferior quality to sample, there is no redress to be had, for at the address given all responsibility for the transaction or the salesman's promises is repudiated.

New York Drug Stores Must Be Registered.

The New York State Board of Pharmacy is now ready to receive applications for store registration for the year 1902. In the western section applications can be made to the branch secretary, Geo. Reimann, 405 Genesee street, Buffalo; in the middle section to Warren L. Bradt, branch secretary, 55 Washington avenue, Albany; in the eastern section application can be made at 115 West Sixty-eighth street, New York City, the office being open daily from 9 a.m. to 4 p.m., except on Saturdays, when it is open from 9 a.m. to 12 m. only.

The blank to be filled out this year requires more particulars regarding licensed and unlicensed employees and certificates displayed.

It will be necessary to state the names of all licensed clerks, together with the number and date of their certificates and by what board issued; also the names of registered apprentices and the number of their certificates, and the full names of all other unlicensed employees and in what capacity employed.

A poison label, fully complying with the law, must also be affixed.

Upon request application blanks will be sent by mail. The board recommend sending in the applications as soon as possible, in order to avoid delays.

Kings County Pharmaceutical Society Meeting.

The most important incident of the meeting of the Kings County Pharmaceutical Society, held in the lecture room of the Brooklyn College of Pharmacy, at 329 Franklin avenue, on December 10, was the election of sixty new members, making a total membership of 428.

The membership of the society was 238 when Frederic P. Tuthill was elected secretary. Mr. Tuthill is a traveling salesman for Parke, Davis & Co., and his business carries him all over the greater city and Long Island. In this way he has a chance to meet many druggists. In the last two and half years Mr. Tuthill has stood sponsor for more than 200 new members, thus doubling the membership since he has been elected secretary. He was sponsor for 58 out of the 60 just elected.

The meeting was called to order by President Oscar C. Kleine, jr. After routine business, Secretary Tuthill read a card of thanks for sympathy from Mrs. McKinley.

The following new members were elected: Frederick P. Ahlborn, William H. Berney, V. Francis Blicher, Rudolph Boenke, T. J. Broadhurst, David K. Browe, George B. Cadden, Frank A. Cade, Maurice D. Cadman, George W. Caldwell, John M. Conklin, George H. Corwin, jr.; P. O. Crandale, May Viola Crosby, John D. Crosby, William A. Dawson, W. E. Dennis, Samuel Dolcort, Adolph Engelhardt, Ernest Falken-

burg, Adolph Fischer, George J. Frey, William E. Golder, Arthur G. Howell, Hans H. Jurgensen, George A. Koch, William E. Kolb, Chas. F. Kramer, Isaac L. Leaf, Francis A. Lowe, C. R. Lush, Katherine C. Malegin, Max Mayer, Michael Metz, Nelson McBride, William L. Morris, Joseph T. Munk, Frederick L. Nagel, Frederick E. Niece, Ralph Paul, Thomas J. Rees, Joseph E. Reis, Edward C. Reiss, Robert E. Reilly, Adam B. Richert, John W. Riehl, Charles Rollberg, Henry Rubin, Frederick O. Schroeder, John A. Schmitt, Anthony Schmitzler, George V. Sloat, Jr., Eugene P. Smith, Otto C. Spaeth, Theodore Tewes, Edward T. Thurston, Alfred E. Turner, Richard J. Wall, Andrew H. Witze, George S. Yaeger.

After the election Dr. P. W. Ray read the treasurer's report, which showed that the society had a cash balance on hand of \$235.15, and the college \$6,842.24.

President Kleine said that since the last meeting he had received an invitation from the Philadelphia Association of Retail Druggists to a smoker; that he had attended it on Friday last and had a very good time.

H. O. Wichelns said he had come to the meeting for the express purpose of learning something about the National Association of Retail Druggists, whether it had died and gone up in smoke, or what had become of it.

"I have heard that it was dead," he said, "and that it does not exist any longer. The Worcester plan, I believe, is also dead, and all that remains of them is their skeletons. If this is so, I would like to hear of it."

Professor Anderson was asked to give Mr. Wichelns some information about the N. A. R. D. and the Worcester plan.

Professor Anderson said that he had not been invited to either of the funerals, but as far as the N. A. R. D. was concerned there was but little going on in this section of the country. At other places the work was progressing satisfactorily, particularly in the small towns and cities. There the druggists were coming together and maintaining the prices.

Pharmaceutical societies were continually being organized by it, and through its backing in the country they would be able to attack the wholesale druggists in the large cities. The strongest hope of the retail druggists was in the Worcester plan. He explained that another suit was about to be brought to determine the legality of a new contract between the manufacturer and wholesale druggist, which will compel them to sell goods at not less than the specified price.

N. Y. Alumni Association Ball.

Great preparations are being made for the coming annual ball of the Alumni Association of the College of Pharmacy of the City of New York, which takes place at Lenox Lyceum on Thursday evening, February 6, 1902.

It is said that the event will surpass any heretofore given. The committee has decided to have, in conjunction with the dance music, a promenade band. There will be a concert, comprising the best professional talent procurable for the occasion. The orchestra and promenade band combined will render the musical selections for the concert, which will begin at 9 p.m. sharp. The festivities proper will begin after the concert.

The committee has made suitable arrangements to have meals served a la carte from 10 p.m. until 3 a.m., and there will be no intermission.

The dance music will be rendered by Crowley's Orchestra and the promenade music by the Eighth Regiment Band.

Brooklyn Alumni Association Dinner.

The fourth annual dinner of the Alumni Association of the Brooklyn College of Pharmacy was held at the Argyle on the evening of December 11. The dinner was attended by sixty-five of the alumni, faculty and trustees of the institution, and was the largest and most successful of any given by the Alumni Association.

There were present representatives from the New York College of Pharmacy and some of the members of the class of '01 and '02. The faculty of both colleges sat at the guests' table.

After the cigars had been passed, Toastmaster Frederick P. Tuthill, in a few well chosen words, welcomed both the delegation from the New York College of Pharmacy and the undergraduates.

President William Schroder, jr., of the Brooklyn Alumni Association, was introduced as the first speaker. He said that he was glad to report the alumni was progressing. He said that the New York association would not be far ahead of the Brooklyn association if everybody would stand by their colors.

President Charles S. Erb, of the New York College of Pharmacy, the next speaker, said that Brooklyn had taken in New

York when the city had been consolidated, and he thought that Brooklyn had been greatly benefited by it. He then recited a poem, lauding the profession.

Thomas J. MacMahan, of the New York College of Pharmacy, responded to the toast of "New York College." He said that Brooklyn was a good place to come to, because everything was wide open, and especially its hospitality.

Dr. E. H. Bartley, of the Brooklyn College, suggested that the ladies be brought to the next dinner. He advised the graduates to take an interest in the Alumni Association. He said that he thought an alumni hall should be started as an adjunct to the college itself.

Dr. George C. Diekman, of the New York College of Pharmacy, responded to the toast of "The Faculty." He said that Brooklyn had taken the good men from New York when it started. He addressed himself to the undergraduates and impressed upon them the duty of joining the association.

Philip Shapiro, who was chairman of the Dinner Committee, responded to the toast of "How He Did It." He said that the interest in the association accounted for his success in "doing it," and asked everybody to do likewise.

Fred. Borggreve, of New York, told "How He Does It," meaning how he made the social functions of the New York association a success. He said he had studied the ways to entertain the members of the association, and said it was to weld all the alumni in a jovial body. He invited the Brooklyn college men to attend the ball of the New York alumni on February 6, 1902, and said that special arrangements had been made to make things pleasant for them if they went there. A band of music had been specially engaged to serenade them.

Other addresses were made by W. C. Anderson, F. B. Hays and President J. J. McNamara, of the senior class.

The Naval Reserve.

A bill has been introduced into Congress and referred to the Committee on Naval Affairs of the House and of the Senate providing for the establishment of a naval reserve, to be composed of all who served in the navy during the war with Spain and who have been honorably discharged and all graduates of Annapolis who have been honorably discharged with the rating held at time of discharge. After these are enrolled and divided into districts a general enrollment of all who have served as sailors, marine engineers, firemen and men and officers of the merchant marine, or in the coast, navy or light house service will be undertaken. All these will be divided into districts, with a line officer of the navy in charge of each. The reserve is to have an annual drill of two weeks' duration.

Pharmacists Prone to Commit Suicide.

According to insurance statistics pharmacists seem to be particularly addicted to suicide, a fact easily accounted for by their familiarity with various forms of poison and the ease with which on the impulse of the moment they can obtain and take poison. Physicians also show a larger proportion of suicides than is observed in other callings. Pharmacists also die twice as fast from rheumatism as do average mortals, while they are four and one-half times as susceptible to gout. The latter fact will be news to most American druggists, who have been under the impression that sufferers from gout were generally hard livers.

A Department Devoted to Leading Druggists.

The Pittsburg Dispatch has made an innovation. It is a department devoted to the leading druggists. In announcing the experiment the paper says:

"These classifications of advertisements will be found particularly useful to the readers of the Dispatch. The druggist cannot be avoided. His wares are public necessities. The head of the family, where sickness will inevitably come, should seek for and patronize the best dealer. The people wish to know where the most reliable druggists are to be found and the druggists wish to reach the widest range of custom. The Dispatch thus serves a double constituency, at the same time catering to those who have to sell and to those who desire to buy where they can do it to the best advantage.

"The drug trade of Pittsburg is an important one and this city possesses many fine houses in that line. The readers of the Dispatch should not fail to look over the list which will be presented to-morrow morning. The business houses of the advertisers are widely scattered and some one of them will prove available within the reach of each reader."

WESTERN NEW YORK.

Vaccine Virus in Demand—A Druggist Charged with Forgery by Photography.*(From our Regular Correspondent.)*

Buffalo, Dec. 18.—There is no special diversion in drug circles in Buffalo just now, so the members of the fraternity are looking after their trade in vaccine virus, which continues to be so brisk that the supply is often short. A big fight has been put up against the disease by the Health Department, but it is so light, there being only two deaths from over 100 cases, and they resulting from neglect to call a doctor in time, that the Polish workingmen, where it is prevalent take all sorts of ways to dodge the doctors and police, and not only conceal their cases, but evade the quarantine every way they can. There is talk of punishing them for it, but so far nothing further has been done than to threaten the good people who hide their children in closets and under the bed. There is no spread of the disease from the Polish district and the house-to-house vaccination will soon stamp it out where it is.

DR. WENDE NOT REAPPOINTED.

The effort on the part of good citizens, led by druggists and doctors, to secure the reappointment of Health Commissioner Wendé failed on account of politics, but Dr. W. D. Greene, the appointee, is the office deputy and is thoroughly acquainted with the business. A city doctor laughs at the effort of the doctors, himself among the number, to keep Dr. Wendé in office, saying that they are taking the bread out of their mouths by holding up an official who keeps the death rate low. The evident reply to this jest is that the doctor's best field is where patients are often sick, but never die.

The first term of the Buffalo College of Pharmacy is finished and examinations are on. The next term begins January 6. All the machinery appears to run smoothly. A move is on foot that promises to give to the faculty, voluntarily on the part of the students, a supervision of all general matters among the students. It has been found that the students, as a rule, are not very cohesive. There are several secret societies in the university, but instead of being rallying points they often prove points of separation, so that when an athletic move is made by a society that body usually tries to control it, so that many really good moves lately have failed because the other students would not follow such a lead. It is held that if the faculty could be in at the outset there would be a much better showing. There will be no attempt to control such movements. The students would be sure to resist that and the faculty does not desire it. If there is any fear that supervision would develop into anything like control it will all be dropped at the outset.

U. S. GOVERNMENT INTERFERES WITH DRUGGIST'S ADVERTISING SCHEME.

E. D. Kingston, druggist, at Main and Ferry streets, gets into the public print in a curious way. When President McKinley was shot on September 6 the Milburn house, where he was taken, happened to be near the store, so a considerable lot of supplies was ordered there. The bill amounted to a fraction over \$68, and when it was paid the enterprising druggist took the idea that he could make advertising material out of the check, so he had it photographed and was preparing to circulate the photos about on the line of being druggist to the President, as the subjects of royalty always advertise the fact that they are hat makers to the king or something of that sort. The Government took a different view of the case, though, and pronounced the proceeding forgery, a ruling that Mr. Kingston had never dreamed of. The official who came on to look up the matter refrained from making any arrest, as it was plain that Mr. Kingston was not aware that he was breaking the law.

BLESSING A DRUG STORE

Stanislaus W. Kluczycki attracted considerable attention to his drug store at 1019 Broadway, Buffalo, recently by having the contents, including the supplies of a branch post office, blessed by Father James Wojcik, rector of the Church of the Transfiguration. In addition to sending out several hundred invitations, he caused an advertisement to appear in the Polish newspaper.

Only a few persons gathered at the drug store at the appointed time to assist in the consecration. Father Wojcik was assisted by altar boys and the organist from his church. The drug store, at the corner of Lombard street, was gayly decorated with lighted candles and fancy palms and presented a scene not unlike that of a little chapel lighted up for a Sunday evening service, were it not for the signs calling attention to different patent medicines and hair dye.

Following the ceremony the proprietor, the clergyman and

a few invited guests sat down to a sumptuous feast provided for the occasion.

The blessing of stores is said to be an old country custom and one which is in considerable vogue in Poland.

MASSACHUSETTS.

City of Lawrence Buncoed on Medicine Charges—State Disallows Half of Claim—Instances of Irregularities—Pharmacists Successful at the Recent Elections—Long List of Druggists Elected to Office.*(From our Regular Correspondent.)*

Boston, December 19.—The State has just disallowed nearly half of the bill for \$1,759.37 of the city of Lawrence for the support of State paupers. The State avers that the city has been buncoed in the matter of attendance and medicines, and the city has accepted the sum of \$889.54. In one instance a beef extract, fancifully named, was given a patient at a charge of \$1 a bottle. On investigation it was found that the druggist supplying the extract had discontinued that name, but was putting up the same thing under another name at 30 cents a bottle. In another instance the medicine charge was \$11.90, and there were bills from two druggists covering several days for the same preparation—a gargle—with prices ranging from 60 to 75 and 85 cents. A Hub pharmacist stated that his charge for the 75-cent prescription would be 35 cents. The strangest part of this case was that the patient only received one bottle of medicine and that was supplied by the physician. Investigation of another bill of \$11.10 for medicine showed that only one box of ointment costing 75 cents had been given the patient. There were many bills for attendance which had no actual basis. The State is looking closely after these matters.

MAYOR OF MELROSE A DRUGGIST.

John Larrabee was last week re-elected Mayor of Melrose without opposition, an honor seldom conferred in Bay State politics.

ALWAYS PROMINENT IN THE AFFAIRS OF THE COMMUNITY.

Mr. Larrabee was born in Melrose April 21, 1850, and has always resided there. He has been in the drug business since he was 17 years old. He has always taken an active part in the affairs of his native place, having been elected Town Clerk in 1873, and held that office 21 years. He was clerk of the Selectmen for six years, and on the Board of Registrars. He was a member of the Legislature in 1886 and 1887. He was formerly cashier of the Melrose National Bank, which he helped to organize, and of which he is now a director. He was clerk of the Melrose Savings Bank 15 years, and is at present an auditor and trustee of the same. He is also a member of many secret societies, and his prominence in pharmaceutical matters is well known.

ELECTED ALDERMAN.

Fred. C. Hubbard has just been elected Alderman at Large of Newton for a term of three years. Mr. Hubbard showed himself an able vote getter and the indorsement which he received from his fellow citizens was most flattering.

A PUBLIC SPIRITED PHARMACIST ELECTED TO THE COMMON COUNCIL.

Arthur L. Gavin, of Roxbury, who was elected to the Common Council last week, was born June 28, 1877. He completed his public school education June 23, 1891, and the day following commenced his career as a drug clerk with A. M. Baker, where he remained for seven years. He passed the State Board of Pharmacy in 1898, and then acted as head clerk until September 9, 1900, when he became proprietor of the Charles E. Savell store, Warren street, Roxbury. He became interested in politics before he had a vote. This was his first attempt to run for office, and he had the satisfaction of being the first man out of ten at the caucus and also secured first place election day. Mr. Gavin is a Democrat in politics. He has an ambition to become a member of the Legislature, and believes it the duty of pharmacists to take a more active interest in public affairs and thereby put a stop to the persecution to which they are often subjected. Mr. Gavin is a member of both the M. S. P. A. and the B. D. A.

ANOTHER DRUGGIST MEMBER OF THE COMMON COUNCIL.

William M. Curtis was re-elected to the Common Council from Ward 21. He is in business at 2980 Washington street, and is a Republican in politics. He received the highest number of votes on election day, an indication that his previous service was both able and satisfactory. He is a member of the Dudley Club, Knights of Pythias, and National Lancers.

PENNSYLVANIA.

The Pharmacy Board Sits Up Delinquents—Preparing for the A. Ph. A. Meeting—Philadelphia Bowlers Still Defiant Though Defeated—A Popular Lecture at the College.

(From our Regular Correspondent.)

Philadelphia, December 19.—The Pennsylvania Pharmacy Board is again after the druggists of this city, but this time the board has the hearty co-operation of all the reputable druggists throughout the State. Unlike the recent raid made upon the druggists, when hundreds of them were sued because they had failed to comply with an old law that had not been lived up to for years, the druggists are being cautioned and are given an opportunity to set themselves straight. Under the laws of Pennsylvania no one can conduct a drug store who is not a registered druggist or has a registered druggist in charge. The Pharmacy Board claims that this law is not being lived up to, and it is its intention to make the offenders do as the law commands.

MAPPING OUT THE A. PH. A. PROGRAMME.

While the convention of the American Pharmaceutical Association will not be held in this city until next September, the local committee is desirous of mapping out a programme which will be a credit to the City of Brotherly Love. A few days ago Chairman William L. Cliffe had the committee together.

THE PHILADELPHIA BOWLERS.

The fame of the bowlers of the Philadelphia drug houses has spread to other cities and a number of matches have been made with drug clubs of other towns. All ye Quakerites who journeyed to New York and met the Knickerbockers have returned, but somewhat the worse for wear and tear. All the participants in the diversions furnished by the descendants of Hendrick Hudson are anxious to show the entertainers what a Quaker can do in the way of amusement.

On December 14 the drug bowlers of Philadelphia entertained the representatives from Baltimore and, instead of scalping, were scalped, tomahawked and ignominiously slaughtered. Before the battle the Quakerites were sanguine and were willing to wager two wampum belts for a string of glass beads that they would win and not half try. There were three games played in the afternoon and two in the evening, the visitors capturing all. After the afternoon session the visitors and their hosts feasted together, and the Baltimoreans, being more used to the dangers of fire-water, again bowled out the Quakers.

THE DRUG EXCHANGE BANQUET.

The Board of Directors of the Philadelphia Drug Exchange, at a meeting in the Bourse on December 11, set January 28 for the holding of the forty-first annual meeting of the exchange, and also completed arrangements for holding the annual banquet on January 30. P. F. Pfromm was named as chairman of the Committee of Arrangements for the banquet.

POPULAR LECTURE AT THE PHILADELPHIA COLLEGE.

On Wednesday evening, December 11, Rudolph Blankenburg, well known for his interest in municipal affairs in Philadelphia, gave a lecture at the Philadelphia College of Pharmacy on Japan as Seen with Camera, this being the first of a series of popular lectures given by the college this year. Mr. Blankenburg said that in 1868 Japan was a closed book and that no other nation in history equaled its growth in these thirty-three years. Their civilization is not equal to ours, but they are becoming modernized very rapidly. The empire embraces 4,200 islands; it is about the size of the State of Montana and has about 45,000,000 inhabitants. The aborigines, of whom about 15,000 remain, are very dirty in their habits, while the Japanese proper are the cleanest people on the earth, and are not happy unless they have one bath a day; even in the hiring of servants the bath money is considered a part of the pay.

Alluding to the industries of the country, Mr. Blankenburg said that the gardening is one of the fine arts in Japan, and illustrated this with numerous pictures of the chrysanthemum, lotus, water lily, cherry blossoms and other beautiful plants. While the flowers are so beautiful, it is said that in Japan the fruit has no taste, flowers have no perfume and birds do not sing.

Among other interesting things, the speaker said that it is unusual to see a crying child, and that from infancy they are

taught to be cheerful and to avoid dissension. Education is compulsory between the ages of six and fourteen years.

In conclusion Mr. Blankenburg called attention to Fujiyama, the sacred mountain of the country, which all the Japanese endeavor to visit at least once in their lives. He said that all nations have their sacred places, and eloquently alluded to Independence Hall as the "Fujiyama of the United States."

SMALLPOX AND MEASLES EPIDEMIC.

There is an epidemic of smallpox and measles in Cincinnati at the present time and the sale of vaccine virus has largely increased. There are over 100 cases of smallpox in Cincinnati, Newport and Covington, and the schools in the latter two cities have been ordered closed by reason of the epidemic. According to the Health Department report there were 184 new cases of measles reported during the past week, with a large number of cases of other contagious diseases.

PHILADELPHIA NEWS ITEMS.

Wm. Munday, a popular druggist, has opened a new store in Sturmerville.

Frank C. Davis, one of the best known druggists of this city, was recently married to Mrs. Botto.

Bennet L. Smedley, Twenty-first and Vine streets, has sold his store to his son-in-law, Albert Earer.

Wm. C. Kelley has been re-elected president of the Delaware County Pharmaceutical Association.

F. M. Mooney has sold his store at Wissinoming, and will take a few months' rest before entering business again.

Crumble Bros., of Broad street and Alleghany avenue, have purchased the store at Broad and Cumberland streets, and will run both stores.

Victor Micholitti, the owner of the pharmacy at Eighth and Fitzwater streets, has been making some handsome improvements in his store, which is now thoroughly up to date in all respects.

J. B. Davis, of Franklin street and Columbia avenue, recently entered into the matrimonial estate, and it is hoped that it will end like the average novel—"And they lived happy ever afterward."

H. L. Randal, who owns and operates the pharmacy at Eighth and Parrish streets, has bought the store of Dr. Wamsley at Nineteenth and Diamond, and will run it in conjunction with the other store.

Austin Smith, the president of the Miller Drug Company, is one of the best bowlers in this city, and may frequently be seen rolling the balls at the club house of the Century Wheelmen on N. Broad street.

Wm. R. Rogers, formerly of New York, has purchased the Davis Drug store at Warren, Pa., and assumed charge. Associated with him will be Roy MacPherran, a graduate of the Philadelphia College of Pharmacy.

J. J. Bender has purchased the store at Thirteenth and Wharton streets, a neighborhood in which he is well known, as he has been for six years the manager for the pharmacy of the Preston Estate, at Broad and Ellsworth streets.

George A. Gorgas, the well-known druggist of Harrisburg, celebrated the twenty-fifth anniversary of the day in which he started in business on September 11. To commemorate the event each visitor to the store was presented with a souvenir.

On November 27 the senior class of the Philadelphia College of Pharmacy made its annual visit to the laboratory of Smith, Kline & French Company. After an inspection of the building a sumptuous lunch was served, which added greater pleasure to the trip.

Albert Silverthorn, who is connected with the Philadelphia Drug Co., while out driving recently, met with a serious accident. The horse, a fiery steed that had recently been exhibited at Bryn Mawr, became frightened from some cause, and quickly demolished the vehicle, but Mr. Silverthorn, by rare presence of mind, escaped uninjured, save for a few unimportant bruises.

The Rochester Show Case Company have just fitted the John T. Harper Pharmacy, at Great Barrington, Mass., with new fixtures finished in golden oak. The plate glass combination counter show cases and the liberal use of plate glass in the prescription desk make this pharmacy one of the most modern and attractive in the State.

OHIO.

Druggists Uneasy Over Rumors of Activity on the Part of the Food Commissioner—An Unpleasant Reminder of Former Fierce Crusade—Another Do & Store—Distribution of Free Samples of Medicines Prohibited in Dayton, Ky.*(From our Regular Correspondent.)*

Cincinnati, December 20.—Rumors of renewed activity on the part of the State Food Commission has caused some uneasiness in the local drug trade, but there is nothing substantial upon which the rumors may be based, beyond the fact that a number of arrests have been caused by the State deputies in oleomargarine cases, which have been vigorously prosecuted during the past week. The only reason that these rumors occasion any uneasiness at this time is that they carry with them an unpleasant reminder of the fierce crusade waged against the druggists by the State Food officials some years ago, when a number of the most widely advertised patent and proprietary medicines were declared to contain impure ingredients, injurious to public health, and the druggists who sold them were arrested and prosecuted, large fines and costs being assessed by the courts in many instances. Deputy Food Commissioner John J. Kinney is authority for the statement that no crusade is intended against the druggists at this time, and he has heard nothing of the rumors, which cannot be traced to any responsible source.

MISS CORA DOW'S NEW STORE.

Miss Cora Dow, as she is known to the business world, or Mrs. Goode, as she is in private life, has added another to her already large list of retail drug stores. She has leased the corner at Sixth and Walnut streets, for years occupied by John Keeshan, for a period of ten years, and the new store, handsomely remodeled and refitted, was formally opened December 16. Under the provisions of the lease the owners of the building expended \$3,000 in improvements, including an entirely new front, and Miss Dow herself made expenditures of \$8,000 in the interior furnishings, which amount included \$2,000 for a soda water fountain. The store is modeled after the style of those already controlled by Miss Dow, with a separate room for prescription compounding and center circular soda water counter. The new store is the sixth owned by Miss Dow, the others, with the exception of one on Walnut Hills, located in the same vicinity, within a radius of six business blocks.

MUST NOT DISTRIBUTE FREE SAMPLES OF MEDICINE.

Dayton, Ky., is a city of 7,000 population, just across the river from Cincinnati. An ordinance was recently enacted by the Council to prohibit the gratuitous distribution of medicines and drugs. This action was prompted by the sudden illness of several little children, who were alleged to have gotten hold of several of the free samples and to have swallowed them with deleterious effects. No extraordinary effort, however, has been made to enforce the ordinance, as last week free samples of a well-known cathartic were distributed without interference or molestation.

FORCED TO SEEK SMALLER QUARTERS.

John Keeshan, one of the veteran retail druggists of the city, has abandoned the store at Sixth and Walnut streets, which he has occupied for over a quarter of a century. Mr. Keeshan has been engaged in the drug business continuously for a longer time than any other dealer in Cincinnati, and is widely known throughout the State. His old store was for two decades a famous rendezvous, but active competition in his immediate neighborhood has been very keen of late years, and he was forced to seek smaller quarters on Walnut street, near his old site. Many men now well known in the drug trade gained their first experience in Keeshan's store, and have a grateful word for their old preceptor.

OLD LANDMARK CHANGES HANDS.

Another one of the famous old drug store landmarks of the city has also changed hands. August Rendigs, who for over a score of years has conducted the Rendigs Bros. drug store, at Peeble's corner, the most prominent business corner in Walnut Hills, the chief suburb of Cincinnati, has sold the store to Herman Serodino. Several previous offers, one of which was made by George Kylius, had been declined and the price, though not given, is said to have been a large one. William Brachmann was associated with August Rendigs in the management of the store, and the two retain another store, at

May and McMillan streets. Extensive improvements, including a large addition, have been made by the new purchaser of the old store.

THE STORY OF A SUCCESS.

Uthe & Hiltz, of Sandusky, have demonstrated that there is money in dispensing the health giving material. They started in a very modest way seven years ago with a stock worth, perhaps, \$3,000, and to-day their stock is the most complete in Northern Ohio and will inventory over \$15,000. They own the news and cigar stand in the West Hotel and the corner cigar store in the same building. Their stock of pipes and clear Havanas will run over \$3,000. Mr. Hiltz, who comes from good old Empire State stock, told the AMERICAN DRUGGIST man that Mr. Uthe and he had made their money by watching it and by the liberal use of printers' ink in the daily papers. He said: "We anticipate if possible the wants of our trade, and we try to get every new thing first. We have received some hints from the 'Business Building' department in your paper, and we are striving to educate the public that they can save time and money by coming to us, as we aim to have it and give them what they ask for."

NORTH CAROLINA.

State Board of Pharmacy to Enforce the Law in Small Towns—Successful Candidates for Examination—Smallpox Rife in the State—News of the Trade.*(From our Regular Correspondent.)*

Raleigh, Dec. 18.—The State Board of Pharmacy held an interesting meeting here a few days ago. A number of important questions came up and were discussed. It seems that while the State pharmacy law is an excellent one it has never been applied thoroughly in every instance, especially as regards druggists in small towns. It is thought that there are a number of dealers in drugs who ought to be compelled to appear before the board and secure a paper that will be mute evidence that they are well qualified to deal out medicines, etc.

Prior to the next meeting of the board, the first week in April, 1902, all such persons will be duly notified, and should they fail to respond it is likely that an inspector will go out and stir things up a bit.

Fourteen applicants were examined and ten passed, as follows: James M. Hall, Wilmington; John G. Green, Marshville; Walter D. Turner, Reidsville; M. T. Ennett, Morehead; City; Dr. James W. Pelham, Asheville; Ludolph G. Fox, Asheville; Lawson P. Trotter, Mt. Airy; Edgar E. Williams, Brevard; B. F. Page, Asheville; F. L. Taylor, Oxford.

SMALLPOX SPREADING.

For many years this State was comparatively free from smallpox. In 1898 the disease appeared in several localities, and has visited all the large and many small towns up to this time. The form is mild, seldom fatal, but the scare is great. A recent report of the State Board of Health says smallpox now prevails in eleven counties and the people are urged to submit to vaccination, and many have done so. However, so many refuse to be vaccinated that it is impossible to stamp out the disease.

NEWS OF THE STATE.

F. J. Jacock, of Raleigh, has accepted a lucrative position with Walker, Martin & Gray, wholesale druggists, Norfolk, Va.

Jenkins & Farries, Goldsboro, have sold their store to D. N. McKay, an experienced pharmacist.

The stock of the Crescent Pharmacy, at Hamlet, has been sold at auction to the highest bidder. It is said that the price it brought was about 66 cents on the dollar.

J. E. Curry, of J. E. Curry & Co., Gastonia, accidentally shot himself while hunting a few days ago and bled to death before a physician arrived. He was a popular druggist and a good citizen.

The Spray Drug & Chemical Company have been incorporated at Spray. Capital, \$25,000. Principal stockholders are John Sweaney and John B. Ray, of Leaksville, and E. V. Hobbs, of Spray. The object is to deal in drugs, medicines, chemicals, oils, etc.

The stockholders of Bobbitt-Wynne Drug Company, Raleigh, have just received checks for the annual dividend, amounting to 10 per cent.

MICHIGAN.

Arrests in the Phenacetin Suits—Local Association Meets and Elects Officers—Fatal Fall of an Elevator Boy—Drug Clerks' Association Enjoys Successful Meetings.

(From our Regular Correspondent.)

Detroit, Dec. 20.—The arrests of John Jenkins, a druggist, and three other men, Edward H. Horn, William F. Bartlett and Louis J. Fulmer, in this city, continue the principal topic of interest among druggists. The warrants were issued at the request of Harry D. Morton, the representative of the Farbenfabriken of Elberfeld Company, with offices at 40 Stone street, New York. It is alleged that the defendants purchased the complaining company's products in Canadian and European markets, labeled them in the United States and sold them in the United States, thus infringing upon the rights of the patentees. At the present time the cases are occupying the attention of the United States District Court, the police court and the Recorder's court, and the quartette of defendants are getting pretty nearly all the prosecution they want. The preparations involved in the litigation include aristol, phenacetin, sulfonal and trional. Mr. Morton asserts that this is the beginning of a crusade against persons who are suspected of counterfeiting the labels of the Farbenfabriken of Elberfeld Company throughout the United States.

MEETING OF THE LOCAL ASSOCIATION.

There was a large attendance at the annual meeting of the Detroit Retail Druggists' Association. The election of officers, which followed the regular business of the session, resulted in the selection of the following officers for the ensuing year: President, A. L. Walker, 424 Woodward avenue; first vice-president, W. A. Hall, Griswold and State streets; second vice-president, Frederick C. Cooke, Michigan avenue and Cass street; secretary, Grant W. Stevens, 273 Woodward avenue; treasurer, William Dupont, Michigan avenue and Second street; Executive Committee, Minor E. Keys, 204 Joseph Campau avenue; C. F. Mann, Woodward and Forest avenues; W. H. Burke, 291 Woodward avenue; A. S. Parker, 749 Woodward avenue; W. P. Doty, 313 Woodward avenue; P. F. Nasmyth, 387 Baker street; B. M. Patterson, Randolph street and Gratiot avenue; William Worcester, 208 Woodward avenue; Frederick C. Cooke and William A. Hall.

EMPLOYEE OF THE MICHIGAN DRUG COMPANY KILLED.

Business was brought to a temporary stop at the big wholesale house of the Michigan Drug Company, 26-38 East Congress street, on the afternoon of Friday, December 13, by the death of an elevator boy.

Although he was employed merely to operate the elevator, Frank A. Staley, the boy who lost his life, often volunteered to assist his friend, Alfred Beaulieu, in carrying a tray of bottles filled with fluid extracts. The car was at the fourth floor when Frank alighted, but it started to ascend. Frank noticed it and, running over, tried to jump on the floor of the car. As the car continued upward the boy clung to the floor with his hands until he appreciated that he would soon be crushed between the floor and the masonry work near the fifth floor. Then, thinking that he might fall and land on the fourth floor, he let go. It was his only chance, but it proved a drop to instantaneous death. The boy's skull, left arm and both legs were fractured.

The firm notified the bereaved parents, and, although it was plain that it was an unavoidable accident, Frank Staley's father was treated quite as well by the Michigan Drug Company as though the concern had been at fault.

James E. Davis, the vice-president and general manager of the Michigan Drug Company, has made it a personal duty to warn the employees, including the elevator boys, of the danger which is always lurking around elevator shafts, and the care which the dead boy always took was often referred to by his friends in the store.

"It was a sad case," said Mr. Davis to the AMERICAN DRUGGIST correspondent, "and something we have tried to guard against in every way."

NEWS OF THE DRUG TRADE IN DETROIT.

The Balcom Pharmacy Company, 1443 Michigan avenue, have opened a store at Sand Hill, Mich.

A. M. Edwards, jr., president of the Drug Clerks' Association, is a clerk in the drug store of A. L. Walker, president of the Detroit Retail Druggists' Association. A rather odd coincidence indeed.

MISSOURI.

The Retail Druggists' Association Dance—A New Price-List—The Ball of the Drug Clerks' Society—Drug Clerks Elect Officers.

(From our Regular Correspondent.)

St. Louis, Dec. 16.—It was a merry crowd of druggists and their friends who held sway at the Liederkranz Hall on Friday night, December 13. The Retail Druggists' Association of St. Louis held their first annual ball under many difficulties. This promised to be one of the grandest affairs of the season and a landmark in the history of the organization. Nearly three thousand tickets had been carefully distributed, and every druggist in the city had more or less planned to be there, while the drug clerks from far and wide were watching for just a ghost of a show to get off that evening and take in the ball. Very bad weather set in early in the afternoon, and by seven o'clock Friday night one of the worst blizzards for years past had struck St. Louis with a fury that made every druggist bestir himself to place his store and home in order so that things would not freeze up. Our druggists are not given to going in carriages to anything except funerals, and the uncertainty of the street cars in such weather caused many to give up going to the ball. But with all this there were over four hundred people present, and what was lacking in number was made up in enjoyment. One old bachelor druggist, who has been to more of the affairs given by the druggists than any other pill roller in the city, says it was the most enjoyable social affair he had ever attended. Supper was served at 12 o'clock and the dance went on until nearly morning. The association will come out about even from a financial standpoint. The Committee on Arrangements were Theo. F. Hagenow, Chas. H. Hahn, C. D. Merrem, H. W. Friedewald and R. C. Riley; musical director, H. W. Friedewald.

A NEW SCHEDULE OF PRICES.

A new schedule of prices will probably be put into effect in this city on the first of the year. The local association is working on it now. The old list contains a number of articles which are excepted from the schedule price and sold at whatever price the druggist chooses. These will probably all be placed upon the regular schedule. The idea is to advance the price on many of the other preparations. It will be a general advance in prices. The down town druggists, including the former radical cutters, are well pleased with what the N. A. R. D. has accomplished here so far, and they seem anxious to have the good work go on. They seem to want full prices restored, but feel that it must be done gradually, as they would suffer by far the most should full prices be restored at once.

THE DRUG CLERKS' BALL.

The annual ball of the St. Louis Drug Clerks' Society at the Louisiana Hall on the night of December 5 gave the younger element of the profession an opportunity to feel and show their ability to have a good time. There were about 200 present, which included nearly every drug clerk in the city who was off duty that evening. The twenty dances on the programme were disposed of long before the merry dancers had any idea of going home. The musicians were engaged for the night and they say it has been a long time since they came so near earning their money. The society cleared nearly a hundred dollars on the ball, and this will probably go to help establish and maintain their club rooms and general drug clerks' headquarters which they are planning to open.

DRUG CLERKS TO GIVE A BANQUET.

The society held a meeting on Thursday night, December 12, and made arrangements to give a banquet during the latter part of January. All the members who desire a ticket to this had better consult the treasurer to see if they owe any back dues. As soon as arrangements are completed the members will be notified as to date, place, etc.

The following officers for the ensuing year were elected and will be installed at the banquet: President, A. W. Kaufman; vice-president, F. W. Grabenschroer; secretary, F. A. Christopher; treasurer, B. H. Huger.

Columbus V. Emich, of 423 North Howard street, Baltimore, has made an assignment for the benefit of his creditors to James W. Denny. Bond was given by the trustee for \$5,000. Mr. Emich is in the drug business, trading as E. H. Perkins & Co., and has been there over 50 years.

ILLINOIS.

Zero Weather Checks Business—The Telephone Company Swindled
—N. W. D. A. Committee Dines—Meeting of the Chicago Alumni—Condition of Trade—Festive Chicago Alumni.

(From our Regular Correspondent.)

Chicago, December 17.—The Chicago Telephone Company are being swindled at such a wholesale rate that they have accumulated rows of barrels all filled with copper and tin slugs which have been taken from the dime-in-the-slot telephones. These barrels are stored away in the basement of the main office, and form a curious and expensive memento of the way in which the company have been defrauded. It is said that slugs are taken out of every drug store telephone almost every time a collection is made, but the officials of the company, of course, refuse to tell the amount of their losses. The slugs are carefully stamped out and are the exact counterpart, as regards shape and size, of a well worn dime. When used in the telephone they cause the regulation buzz to be given and the connection is made. Not long since a man appeared on a down town corner selling cards on each of which ten slugs were sewn. These were marked "These are pants buttons. Do not use in telephones." The company chased him out of town promptly. It is also said that a string is sometimes fastened to a dime, which is thus recovered after working the apparatus. Officials of the company expect to perfect their apparatus in a short time to such an extent that it will be impossible to use slugs. The cause of the receipt of such a large number of slugs is the great increase in the number of slot telephones.

N. W. D. A. COMMITTEE OF ARRANGEMENTS DINE.

On December 11 the Committee of Arrangements and Entertainment of the N. W. D. A. and of the Proprietary Association of America for the 1900 meeting gave a complimentary dinner "to themselves and ladies" at the Chicago Athletic Club. The speakers were introduced by Col. C. F. Weller, who presided at the Chicago meeting. Geo. P. Englehard spoke as the "valedictorian" of Chicago. J. R. Kathrens appeared as the prophet with "the suburbs"—he is from Milwaukee—as his topic, and B. T. Van Alen, as historian, toasted "the ladies." The company included Mr. and Mrs. G. H. Ball, Mr. and Mrs. E. H. Buehler, Mr. and Mrs. T. A. Cobb, Mr. and Mrs. Geo. P. Englehard, Mr. and Mrs. J. R. Kathrens, Mr. and Mrs. J. J. Kearney, Mr. and Mrs. E. D. Kenfield, Mr. and Mrs. Chas. Matthews, Mr. and Mrs. A. F. Murray, Mr. and Mrs. F. M. Odena, Mr. and Mrs. G. D. Searle, Mr. and Mrs. C. F. Weller, Mr. and Mrs. B. T. Van Alen, and Mr. Mark L. Barrett.

BUSINESS QUIET.

Business has been unusually quiet in both the wholesale and retail trade here for the past ten days. The retail druggists claim that their customers are spending their spare change for Christmas presents, and of a character which the druggists do not handle. The wholesalers say that business is usually quiet with them at this time of the year. Their outside customers usually hold back their orders during December, consequently January is one of their heaviest months. They are taking advantage of this quiet spell to get everything in shape for taking stock, so that when the time comes they can check up everything in a very few hours.

THE ALUMNI ASSOCIATION OF THE CHICAGO COLLEGE OF PHARMACY.

The School of Pharmacy of the University of Illinois gave a ball on the evening of December 5 at Commandery Hall, Masonic Temple. The younger members with their ladies were well represented. About sixty couples participated in the dancing. The occasion proved so enjoyable that the officers of the association propose to make the event an annual one.

A MATCH GAME BETWEEN DRUGGISTS.

The following are the results of the match game of tenpins between the bowling teams of the Economical Drug Company and Sargent & Co. played December 4:

Economical.			Sargent & Co.		
1	2	3	1	2	3
Campbell 200	203	159	Thorne 149	153	159
Treat 181	158	126	Enright 168	105	140
Hensel 124	141	144	Hovey 131	133	128
Storer 187	153	125	Bailey 107	147	145
Mers 153	183	194	Barnett 232	168	200
845	838	748	787	704	770

CHICAGO NOTES.

Nathan Lapp has sold his store at 440 Forty-seventh street to L. K. Solomon.

C. C. Thiel has been succeeded by A. J. Kuenster at 514 West Fourteenth street.

William F. Thebus, one of the leading Denver retailers, is in Chicago placing orders with some of the jobbers.

H. A. Miller, buyer for Sturges & Campbell, of Clinton, Iowa, made his headquarters at Sharp & Dohme's office during a recent visit to this city.

E. G. Binz has disposed of his store at 601 West Sixty-ninth street to A. McLain & Co. Mr. McLain was formerly managing clerk for N. R. Ingalls. Mr. Binz will go to California to live, his wife having preceded him to the West several months ago.

Joseph Forbreck, who had a store in the Orlinger flat building at Thirty-fifth street and Indiana avenue, was burned out early last Sunday morning, his loss being \$3,000. Earlier in the day there was another fire nearby and the survivors were cared for in this store.

Thos. P. Cook, of the New York Quinine & Chemical Company, was here to cast his vote for the officers of the Drug Trade Club and attend the banquet. Mr. Cook has no doubt the largest acquaintance of any man in the drug trade who comes to Chicago.

Charles Roth, who looks after the business of the Heller & Merz Company, paints, dyes, etc., was in the city late last month, adding to his acquaintance and piling up his sales. For some reason he does not patronize the drug stores enough to become very well known here.

WESTERN NEWS NOTES.

Ewing & Barnes have succeeded F. C. Ewing at Glenwood Springs, Col.

A. L. Adams has purchased the business of A. E. Zimmerman at Stella, Neb.

E. M. Fischler, of Auburn, Ind., has been succeeded by Wm. Starnan & Son.

The Watson Drug Company, of Missoula, Mont., have sold out to G. F. Peterson.

D. C. Prader, who owned a drug store at Monticello, Iowa, for many years, is dead.

D. D. Dayton & Co., of Lime Springs, Iowa, have been succeeded by Eckhoff & Co.

The store formerly owned by W. R. Lundy & Co., at Algona, Iowa, has been transferred to Lundy & Morrison.

E. Binschadler, secretary of the J. S. Merrell Drug Company, has returned from a two weeks' vacation spent in the South.

Harry Albers, Ph.G., has resigned his position with the Meyer Bros. Drug Company laboratory to accept a similar position with the Hoeffken-Finke Laboratory.

One of the leading downtown pharmacists told your correspondent a few days ago that his profits this year will be nearly 25 per cent. more than last year. He attributes a part of this to what the N. A. R. D. has accomplished in this city.

The J. S. Merrell Drug Company are having plans drawn for their new building, at Fourth and Market streets. President C. P. Walbridge says they expect to be open in good shape by the first of next August.

Nearly the entire business section of Gobleville, Mich., was burned December 8 and the two drug stores in the town were destroyed. The stores were owned by Bailey & Bush and by Meyer Bros.

The Blackhawk County (Iowa) Druggists' Association held an enjoyable session at Waterloo, Iowa, recently. After a business meeting came the banquet, at which 100 people did full justice to the dainties set before them. After the banquet there was dancing and games, social conversation and the making of acquaintances.

The Inland Empire Druggists' Association held its regular quarterly meeting in Lewiston, Idaho, recently. Several interesting papers were read and a short address was made by Professor Watt, of the Washington Agricultural College, on "Reasons for Some Processes Used in Pharmacy." A banquet was served in the evening. The next meeting of the association will be held in Palouse, Wash.

THE KNIGHTS OF THE ROAD.

Notes of the Travelers Caught on the Fly.



Justin Keith,

of the Traveling Staff of J. L. Hopkins & Co., New York City.

Mr. Keith, whose harrowing experience in the fearful wreck on the Wabash Railroad was referred to in our last issue, has been connected with the drug business since 1875. He was born in Bridgewater, Mass., at a date which varies as the needs of the occasion demand. For many years he was connected with Richard Brueckner & Co., of New York and Hamburg, Importers of crude drugs. When this firm retired in 1890 he cast his lot with J. L. Hopkins & Co., and now covers the territory west of Toronto, Buffalo and Pittsburg, and east of the Rocky Mountains.

Oscar de Rochemont, New York manager for the E. L. Patch Company, of Boston, has just been presented with a baby boy. Mr. de Rochemont has been with the Patch Company for several years and is well known to the trade.

John Paul Jones is again to the front with his attractive postals. Here is the latest:

"THERE'S ONLY A FEW OF US LEFT."

Please send me a mail order to Gratiot Hotel, Dunkirk, N. Y., December 11, and I will go 'way back and sit down.
Howdy?

Yours for good,
JOHN PAUL JONES.

"He still pays it."

Boston.—Henry Spavin, of the American Soda Fountain Company, has not been in good health and has gone to Port Antonio, Jamaica, with Mrs. Spavin for a month's vacation. His friends, and they are many, hope that the rest will be beneficial and that he will return to his labors the Spavin of yore.

W. S. Heineman has just departed from town. He talked plasters, as usual, for Bauer & Black, of Chicago, and placed many orders.

The Maltine Company have just been represented here by George E. Manville. His trip was successful.

H. W. Thomas has been the rounds talking the goods of F. R. Arnold & Co., New York. He reported a good business.

E. Fougere & Co., of New York, have just received another batch of orders from their efficient representative, Rudolph Wirth.

The Gilpin, Langdon Company, of Baltimore, have been interesting the trade in their goods through the efforts of their representative, Mr. Edwards. He took many orders.

Buffalo.—R. E. Service, who spent a season in Buffalo in

December, is to see "service" with Lazell, Dalley & Co., taking the place of B. I. Hicks, who has been placed in charge of the Brooklyn business of the latter firm. Mr. Service will still cover Western New York.

L. E. Treat again went over the Buffalo territory just before the middle of December. He reports comparatively little change on the road where he has been lately, but is selling a fine lot of goods for Johnson & Johnson.

C. M. Badgley met Mr. Treat at a Buffalo drug jobbing house in Buffalo last week, but as he sells goods in the chemical line for Charles Pfitzer & Co. they did not need to lock horns. Mr. Badgley is doing a good business.

Philadelphia.—The magnitude of the business in this city of Bauer & Black has reached such proportions that Mr. Clarence Elston has been compelled to relinquish his trade up the State and will devote his entire time and exertions to looking after the business in this city.

J. C. Brunner, who sells Royal Glue about as fast as it can be manufactured, is with us once more, and threatens to remain with us all winter. He says his glue will mend anything except the faction of the Republican party in this city.

D. C. Ault, of the Canton Rubber Company, recently called on us with a fine line of rubber goods.

Detroit.—J. B. Gordon closed up his order book for the year in this city and his sales for the year must have been satisfactory to Lazell, Dalley & Co., as he will represent them in 1902. Mr. Gordon will go to New York for new samples and instructions with Chicago Manager Edw. Mallory and Teddy H. Cheatem, of Cincinnati, Cleveland and Indianapolis.

J. S. Blitz, the well-known whirlwind, was with us the 15th, saw the jobbing trade and his understudy, A. E. Kent. This tandem team have signed contracts with J. Ellwood Lee Company for 1902. Mr. Blitz has taken his first degree in Masonry and says it's all right.

W. I. Lerch, who comes to us four times a year for Colgate & Co., closed his sample trunks here and returned to the bosom of his family at Cincinnati. He represented Colgate when the writer was a soda fountain boy and looks no older now, and is as popular as ever. He will take orders for Cashmere Bouquet soap next year.

S. H. Cohan, the eligible widower and salesman for Lehn & Fink, was here ten days early in the month. He told me he would get a larger check next year with the same house.

Chicago.—Walter Tyler is working the retail trade in Chicago for the Etts Drug Company.

A. G. Showers, who represents the firm of Morrisson, Plummer & Co. in several Western States, is at the home office arranging samples for his next cruise.

Max Sobel is now associated with Eli Lilly & Co. and will work the city trade here under C. C. Lake. He was formerly with Bruno H. Goll.

Guy B. Kinney has been transferred from the importing department of the New York office of Parke, Davis & Co. to the Chicago office of the same department. The increasing business of this great house proved too much for C. L. Gleeson, who only came to us every two months, to handle alone. Mr. Kinney is a man of sterling qualities and a salesman, and, while he doesn't like our dirt, we like him.

G. D. Searle, of Searle & Hereth, has gone on a trip to Missouri points.

G. W. St. Clair has just finished rounding up orders on his Missouri River route. He visited Minneapolis and St. Paul, and then went to St. Louis.

W. M. Schroeder, who covers Western territory for Hance Bros. & White's Chicago office, put in an appearance at headquarters just before the holidays. He reports business as good in the land of alkali and sunshine.

W. K. Sutliff, Illinois man for Wm. R. Warner & Co., is the only traveling man who will put in an appearance at the home office during the Christmas season. F. C. Stevenson will spend his holidays at Grand Rapids. C. B. McCall in Minneapolis and C. B. Whilten will be in Omaha.

Oscar F. Bausch has succeeded Frank L. B. Gauss as resident representative of the Searle & Hereth Company at St. Louis. Mr. Gauss will hereafter have headquarters at the Chicago office.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, December 21, 1901.

THE past fortnight has not witnessed any notable movement of stock within the drug and chemical trades, and the period under review has been marked by a certain quietude due to the near approach of the holidays and the end of the year. Merchants of all sections show a reluctance at this time of year to operate in excess of such quantities as current requirements make absolutely necessary, and the volume of business thus shows a falling off. The statistical position of supplies is such that holders are evincing but little disposition to urge the distribution by price concessions, and the general tone of the market is steady, the fluctuations tabulated below being of comparatively minor importance.

HIGHER.	LOWER.
Camphor,	Buchu leaves, short,
Blood albumen,	Citric acid,
Balsam Peru,	Lithia carbonate,
Serpentaria root,	Golden seal root,
Oil cloves,	Dandelion root,
Burgundy pitch,	Ipecac root,
Canary seed,	Cantharides, Chinese,
Oil citronella.	Balsam Tolu,
	Carbolic acid,
	Saffron,
	Formaldehyde,
	Menthol,
	Nux vomica.
	Potassium permanganate,

DRUGS.

Alcohol is not quotably higher, but the grain market is developing considerable strength, and an advance in the price of alcohol is among the probabilities. Prices are firmly maintained by the trust at the range of \$2.55 to \$2.57, as to quantity, less the usual rebate of 2c per gallon for cash in ten days. Wood is finding a steady sale and values are firm on the basis of 60c for 95 per cent.

Arnica flowers are in moderately active demand for the season, with sales at 9¼c to 10c, as to quality and quantity.

Balsams.—Copaliba is slow of sale, but prices are nominally unchanged at 35c to 40c for Central American and 45c to 50c for Para. Fir, Canada, is moving out fairly into channels of consumption, at the range of \$3.00 to \$3.70, while Oregon is held at 70c to 85c. Peru is in improved position and values are generally higher, importers having fixed the price at \$1.50, though stock is still obtainable from second hand at a shade under the established quotation. Tolu is offered lower from the hands of importers, large tins being quoted at 30c and small at 32c.

Bayberry wax is now held at 16c. Current buying is slightly above the average and holders offer with some reserve.

Buchu leaves are easier, owing to pressure to realize on the part of holders, and the inside quotation for short is now 20c, 23c being named on small orders for prime quality.

Burgundy pitch is in improved position, owing to slight scarcity and increased demand, and current sales are at 2¼c to 3c, as to quantity.

Cacao butter is in improved position as the result of an advance in Amsterdam, and bulk is now held at 31¼c.

Caffeine is attracting some attention at the moment owing to rumors that manufacturers are about to adopt a uniform price schedule, though the rumor is pretty generally denied by those interested. In this connection it is interesting to note that the manufacture of caffeine by a synthetic process

is now an accomplished fact, and it is said that the cost of manufacture is sufficiently low to make the artificial product a dangerous competitor of pure caffeine. Meanwhile sales of the pure are making at the range of \$3.75 to \$4.00 for bulk.

Cassia buds do not vary from 23c to 24c, and current transactions do not exceed jobbing proportions.

Chamomile flowers are in steady, moderate request, with the range of the market at 17c to 20c for Roman, 17c to 24c for German, and 12c to 15c for Hungarian.

Chloral hydrate remains quiet, but the market is very firm in view of intimations of an advance in prices at an early date.

Coca leaves continue held at the full value of 21c to 23c for Truxillo and 32c to 35c for Huanuco. The primary markets are reported decidedly firm.

Cocaine is somewhat unsettled owing to competition, and while leading manufacturers are quoting \$5.00 for bulk, we hear of sales of 25-oz. lots at \$4.80.

Codeine is in good, seasonable demand and manufacturers' prices are well sustained on the basis of \$3.95 to \$4.00 for pure in bulk.

Cinchonidine has been in active demand and most of the cheap lots have been taken up, so that nothing now offers below 26c.

Cod liver oil is reported to be in good seasonable demand and leading brands are now held at \$22.00, bids of a lesser amount having been turned down.

Cubeb berries continue inactive, but quotations are fairly well maintained at the range of 10½c to 13c for whole, and 13½c to 16c for powdered, as to quality and quantity.

Cuttlefish bone is meeting with a moderate jobbing inquiry and quotations are somewhat irregular owing to more or less keen competition among holders. We hear of sales of prime Trieste at 21c and 22c, jewelers' large 80c to 85c, and small at 45c to 47c.

Ergot is meeting with only a limited inquiry at the moment and the market is quiet, with quotations more or less nominal at 41c to 43c, as to quality and quantity.

Glycerin is seasonably active and the market has a generally steady appearance, with sales at 14¼c to 14½c for C. P. in drums, 14¼c to 15c in barrels, and 15¼c to 17c in cans, as to quality and quantity.

Guarana continues scarce, and with the small available supply well concentrated, the ruling quotation is maintained firmly at 75c.

Juniper berries are firmer in view of stronger cables from primary sources, though quotations are nominally unchanged, and supplies are obtainable at the old rate of 2½c to 3c, as to quantity.

Lithia carbonate reflects the influence of keen competition among dealers, and some holders openly quote \$2.20.

Menthol, which sold at a decline from previous prices early in the interval, has hardened again and nothing now offers below \$4.15, while \$4.25 is generally named.

Opium is still characterized by a downward tendency, notwithstanding the receipt of cables from Smyrna reporting a firmer market there with renewed buying for American account. Little more than a retail business has been effected in the interval and quotations are somewhat nominal on the basis of \$3.02½ to \$3.05 for single cases. It is the general impression that prices are unlikely to sink to a lower level, it being represented that as soon as some of the large buyers get ready the market will advance, and the generally firm tone of the market would appear to lend some color to this belief.

Quinine has developed a slightly firmer feeling, but important demand is yet lacking and the market is consequently quiet. Such sales as are making are at manufacturers' quotations, or, say, 27c for bulk, though parcels in second hands are passing out at 26¼c.

Saffron is offered a shade more freely and is slightly weaker, sales of Valencia during the interval being at \$6.00 to \$6.25, as to quality and quantity, while it is intimated that the inside price could be shaded on a firm bid. American offers more freely at the range of 12c to 14c, inside price for round lots.

Senna has been in better demand, with the sales of natural Alexandria at 10c to 12c, garbled and sifted at 15c to 16c, and Tinnevely of the various grades at 5c to 14c.

Thymol is steadier in price, but trade requirements are light and recent sales have been at \$2.95 to \$3.15.

CHEMICALS.

Acetate of lime continues dull and values are unchanged from \$1.25 to \$1.30 for gray, and 85c to 90c for brown.

Alum is in steady, moderate request, with the sales at \$1.75 to \$1.80 for lump and \$1.80 to \$1.85 for ground, as to quantity.

Arsenic, white, is held with increased confidence, and has an upward tendency, with 3½c to 3¾c quoted as to quality and quantity.

Blue vitriol is weak and unsettled, reflecting the position of the metal, and buyers are holding off for a possible decline in values. Meanwhile quotations are maintained with a fair show of firmness at 4¾c to 5½c.

Brimstone, crude seconds, is a shade firmer, and \$24.00 is now named, with the tendency upward.

Carbolic acid has sold lower during the interval, the demand having slackened. Contracts for future delivery are now making on the basis of 23c in bottles, while for spot goods in drums 15c to 25c is asked, and for bottles 25c to 26c.

Chlorate of potash is less actively inquired for, and values are a shade lower, recent jobbing sales having been at 8c, while 7¾c is named for forward delivery.

Citric acid has been reduced by domestic manufacturers to the range of 33c to 33½c for barrels and kegs respectively; Sicilian has also marked a fractional decline.

Cream of tartar is held, and selling in a moderate way at manufacturers' quotations, or, say, 19½c to 20c for powdered.

Iodine preparations are without new feature of interest either as regards price or demand, and manufacturers' quotations are steadily maintained at the old range of \$2.70 to \$2.75 for resublimed, \$3.00 to \$3.75 for Iodoform, and \$2.00 to \$2.75 for potash.

Oxalic acid has sold rather better during the interval, and while some parcels have changed hands at 4¾c, up to 5¼c is quoted for leading brands.

Potassium permanganate has declined to 9½c to 10c on as a result of competition among holders.

Sal ammoniac, lump, has sold fairly since our last in a jobbing way at unchanged quotations, or, say, 8¾c to 9c.

Tartaric acid is maintained firmly at manufacturers' quotations, and the consumptive demand continues good.

ESSENTIAL OILS.

The business passing in essential oils is wholly of a routine character, and the market has a tame appearance. Regarding prices there is little that is either new or interesting to report. Anise is weaker, and recent sales have been at a decline to \$1.22½ to \$1.25. Clove is higher under the influence of an advance in the price of spice, and 62½c to 67½ is now named. Citronella is firmer and higher, with 23c named for drums. Spruce is scarce, and the available supply closely concentrated; held at 35c to 40c.

GUMS.

Mucilaginous gums generally share the market quietude, and the only feature of interest was an advance in camphor, which is now quoted at 57c to 57½c for barrels and cases. The advance is attributed to an expected scarcity of crude due to the stranding of a vessel off Atlantic City, which had some 300,000 lbs. of crude camphor in her hold.

ROOTS.

Dandelion, German, is offered more freely, and holders are now quoting at a reduction to 6¾c to 7½c, without, however, appreciably stimulating the demand.

Ginger, Jamaica, is in lessened supply, but trade require-

ments are light, and unbleached continues held at 10c to 12c, and bleached at 11½c to 13c.

Ginseng is dull and values have eased off a trifle, with Northern quoted at \$5.00 to \$6.00 and Southern at \$3.50 to \$5.00.

Golden seal is pressing for sale and values are generally easier at 45c to 55c.

Ipecac remains quiet, but prices are without quotable change save for Cartagena, which is fractionally lower.

Jalap is maintained steadily at 12½c to 14c, though no large sales come to the surface.

Senega does not appear to be wanted, and holders show more of a disposition to urge sales by price concessions, with a result that spot quotations have been reduced to 50c to 53c.

Serpentaria is in light supply and under good control, and prices have advanced to 41c to 43c, as to quality and quantity.

SEEDS.

Trade in druggists' seeds has been quiet for the past fortnight, and few new features of interest have developed. Canary is scarce and higher, the revised range being 3¾c to 3¾c for Sicily, and 3c to 3¼c for Smyrna. Celery has sold actively during the interval at 7½c to 8c.

O. & W. Thum Co. Buy Castor Seeds

The O. & W. Thum Company, of Grand Rapids, recently received 15 carloads of castor beans, imported from Liverpool, though grown in India. The duty upon this large purchase exceeded \$3,500. The size of this importation establishes a new record, as it is considerably larger than any previous single clearance.

New Hampshire Association Meets.

The annual meeting of the New Hampshire Pharmaceutical Association was held at The Welra, N. H., on September 10 and 11. Herbert E. Rice, of Nashua, was elected president, and Frank L. Way resigned as secretary, after serving for ten years. J. H. Marshall, of Manchester, was elected to fill the vacancy. It was decided to hold the next meeting in June, 1902, it being thought that a change in the time of year would have a tendency to increase the attendance.

Toilet Preparations of Value.

There is a steady remand from pharmacists for a reliable hair restorer, and good profits are to be obtained from handling the preparations put upon the market by Mrs. Gervaise Graham, of Chicago. These include Cactico Hair Grower and Quick Hair Restorer. Both are held to be of great value. Another very salable preparation for the toilet manufactured by Mrs. Graham is Cucumber and Elder Flower Cream. Being well advertised these goods are easily sold. Send for counter advertising and mention the AMERICAN DRUGGIST when you write.

A Great Railway.

The Chicago, Milwaukee & St. Paul Railway owns and operates over 6,600 miles of thoroughly equipped road in Illinois, Wisconsin, Iowa, Minnesota, South Dakota, North Dakota, Missouri and the upper peninsula of Michigan.

It owns and operates all equipment in service on its lines, including sleeping cars, parlor cars and dining cars, maintaining an excellence of service unequalled on any railway in the world.

It has been a pioneer in the Northwest and West in the use of the block system in the operation of its trains, in the lighting of trains by electricity, heating by steam and many other progressive methods, which have added safety, comfort and luxury to travel. It is always the leader in that direction.

The Pioneer limited trains between Chicago, St. Paul and Minneapolis have the costliest and handsomest sleeping cars in the world and the best dining car service.

Time tables, maps and information furnished on application to F. A. Miller, general passenger agent, Chicago.

The Sen-Sen Company report the most prosperous year of business in their line. The retail drug trade evidently appreciates the fact that Sen-Sen is a good seller.

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